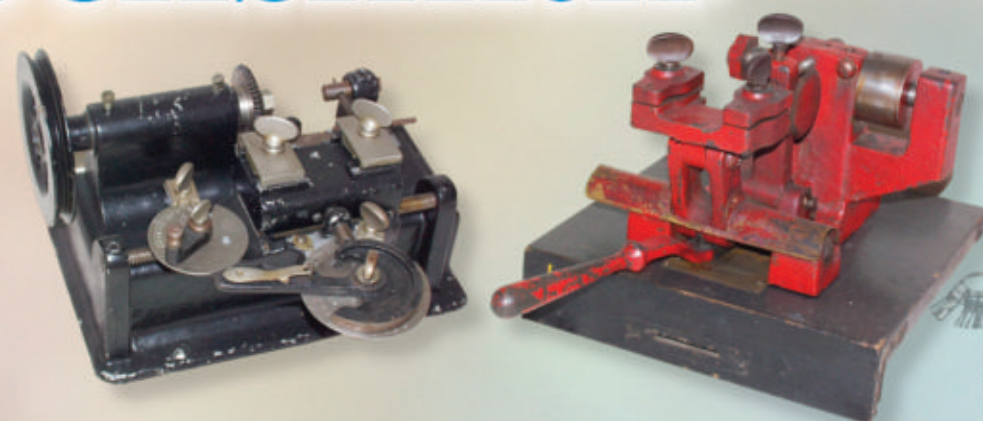


# The National Locksmith®

February 2005  
Volume 76  
No. 2  
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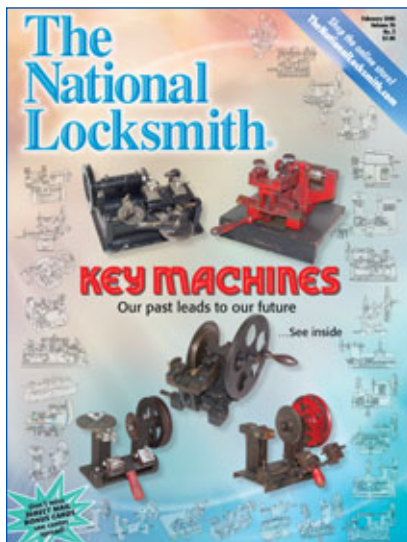
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## On The Cover...



The days of hand cranks and pulley belts on key duplicators are long gone, much to our delight. Today's duplicators feature ergonomic designs built for speed, accuracy, flexibility, and safety.

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# CONTENTS

The National Locksmith®

February 2005 • Vol. 76, No. 2

## FEATURES

### 14 COVER FEATURE Bianchi 303 Key Machine

Cutting the more exotic high security keys.



### 22 COVER FEATURE Key Machines

A look at what's new.



### 34 2001 Toyota Prius, Part 2

A hybrid gas and electric vehicle.



### 40 New Tools For Safe Opening, From Lockmasters

Truly useful safe tools.



### 44 Paper Wheel Sharpening System

Keeping a keen edge.



### 50 Servicing CVR Exit Devices

Demystifying the concept and design.



### 56 Voice Alert Unlocks The Electronic Market For Locksmiths

Offering customers an added layer of perimeter and indoor protection.



### 60 MBA USA's DR. RXO Troubleshooter

Designed to walk you through the entire XO line.



### 66 Computer Software

Locksmith software products and resources.



### 74 Triton ATM

Incorporated many new learned abilities and talents.



### 86 Selling More Safes

Focus on the four P's.



### 112 2001 Kawasaki ZX6

An easy bike to generate a key.



### 119 TheNationalLocksmith.com

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## DEPARTMENTS

### 5 Commentary

### 6 Mango's Message

### 8 Letters

### 10 Security Cafe

### 38 Biz Wiz

### 72 The Lighter Side

### 90 Road Rally

### 92 Technitips

### 111 Business Briefs

### 120 Test Drive

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# COMMENTARY



## **The new TNL.com And progress from the Police**

Though it has been a long time coming, we finally have the new website online at TheNationalLocksmith.com. The former website was due for a major facelift, and now the new one is shiny and smells like the interior of a new car.

Changes for the new site include a new registration procedure. This means that your old password and log in ID no longer work on the new one. If you haven't already done so, simply visit the site, click the Log In link, then click the link for new users to register.

While you'll have to pass through a screening process that may take you a few moments to complete, the trade off in security is well worth the small inconvenience. This way, we expect to prevent non-locksmiths from entering the site, especially the forums.

We designed the process to enable you to trade sensitive security information with confidence. So far, reviews are good from locksmiths who have joined. Membership in TheNationalLocksmith.com is free, and we'll be adding new features to the site as time goes on.

What is already up and running besides the forums is the Online Store. There, you'll find most of the books, software and products we carry. Consider it a digital catalog, good for browsing or making a purchase. You can charge your order online from a secure page and have any item we handle delivered to your door. Although we advertise our books and products in the magazine, space precludes us from showing you everything we have. So visit the store, and you'll be surprised at how many goodies you didn't know we have.

Good news in that another Police Department has publicly announced they will no longer perform car opening services. The Fayetteville,

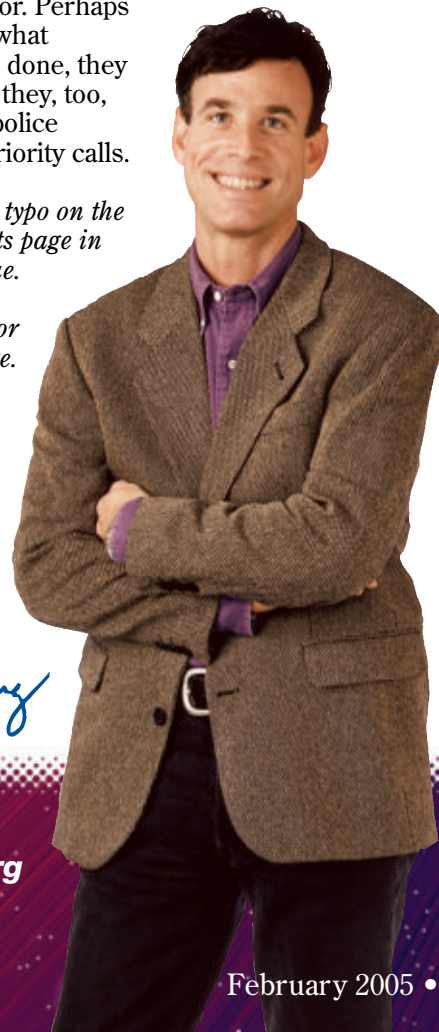
AR police have been opening cars for years at no charge. However, they recently announced they will not respond to these calls any longer, unless there is an emergency situation, such as a trapped child.

What prompted the change? The department realized they were responding to about 5,000 lockouts per year. Sgt. Shannon Gabbard, a spokesman for the department noted, "It's gotten beyond the point of what we're able to efficiently respond to versus a response to priority calls. We've had calls about a burglary in progress where the officer couldn't go."

Isn't that something? Missing a burglary in favor of a car opening? You might check the internet for news about this particular police department. It would make a nice approach if you were to print out the article, and send it with a letter to your Chief of Police and Mayor. Perhaps when they see what Fayetteville has done, they will realize that they, too, can better use police resources for priority calls.

*We regret the typo on the Table of Contents page in last month's issue. It was an unfortunate error and we apologize.*

*Marc Goldberg*



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**Marc Goldberg**  
Publisher

# Mango's Message

## Serious as a Heart Attack

In this month's issue, hopefully you will not find any serious bloopers or blunders, but you will also not find a *Beginners Corner* feature. Ken Holmlund, the author of *Beginners Corner*, suffered a mild heart attack during the production of this issue, requiring a MEDEVAC flight from his home to Billings, Montana to have a stent inserted, opening the blockage in one artery. Fortunately for him, they didn't need to tear his rib cage open and perform a heart bypass.

Ken said a couple weeks prior to his heart attack, he was experiencing what he thought was heartburn, which for him was unusual because he rarely ever had heartburn in the past. These episodes were induced mostly when he was walking. Not putting much stock into the occurrences, he passed it off as heartburn never-the-less. Then he went for a stretch where he was feeling extremely tired all the time, and all he wanted to do was sleep. He said he felt like he could sleep 24-hours a day and still not feel rested.

One Saturday evening, Ken and his wife went out to do the old soft shoe (dancing). Ken and his wife normally dance a lot, but not this evening because Ken was having chest pains, which again felt like heartburn.

Early the next morning Ken's heartburn sharply intensified, along with pain radiating in his back, shooting down his left arm into his fingertips. At that point he got concerned and realized that it was probably more than just heartburn and needed to be looked at. He went to the local hospital where he was immediately given nitroglycerin pills and an EKG. As a result a MEDEVAC flight was requested and he was airlifted to Billings for surgery.

As a true trooper and dedicated writer, when I spoke with Ken in the hospital after his surgery, he said as soon as he got out he would send me a *Beginners Corner* article. I told him to just relax for a while and recover. There are some things in life that are just a little more important. He says he now feels better than he has in quite a while.

Another writer who did have his chest ripped open for heart bypass surgery a couple of years ago, but you may never have known it was Jake Jakubowski. You may never have known it because even after

undergoing triple bypass surgery, he still did his *Technitip* column. In fact, even before that, Jake had both Carotid arteries in his neck cut and Roto Rooted out for cholesterol blockage. Yet, he never missed a beat. That's dedication. That's commitment. That's loyalty. That's being responsible.

Very recently Jake underwent Glaucoma surgery on both eyes, and like the Energizer Bunny, he just keeps on going.

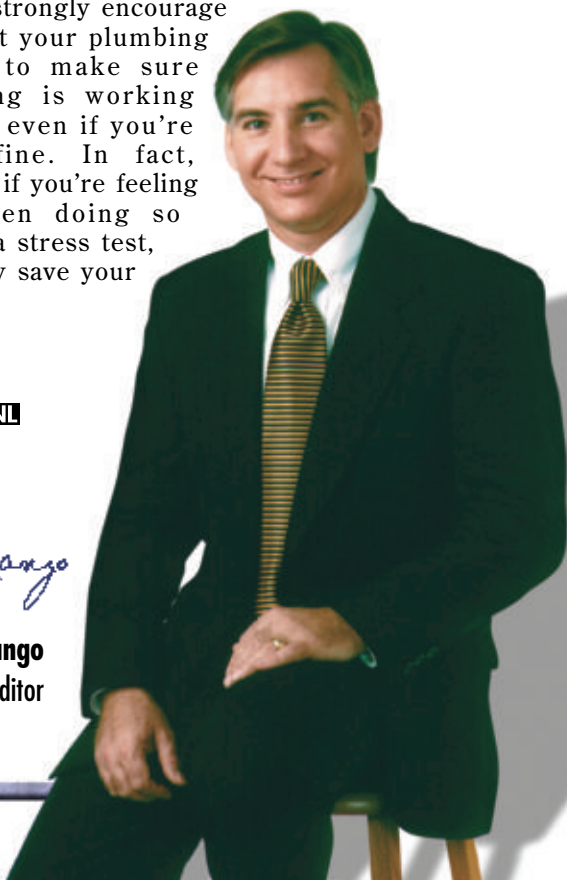
I am sometimes at a loss for words to express my appreciation and admiration for these gentlemen and all the other writers who have exhibited true dedication, commitment, loyalty, and responsibility, to me, you, and this magazine. Individuals of their character are gems, and ones I am proud to be associated with and call my friends.

The moral of the story is: if you're a baby boomer like me, over 50 and don't get regular physical exams, I strongly encourage you to get your plumbing checked to make sure everything is working properly, even if you're feeling fine. In fact, especially if you're feeling fine. When doing so insist on a stress test, it just may save your life.

TRL



**Greg Mango**  
Editor



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# LETTERS

## In Memory of Anthony "Tony" Rotondi

It is with profound sadness that Boyle & Chase announces the passing of Anthony "Tony" Rotondi on December 7, 2004. Tony took on Boyle & Chase as a paint and wallpaper establishment in Hyde Park, Massachusetts in the 1950's and helped turn it into one of the nation's largest wholesale architectural hardware distributors. Though he had been retired from the day-to-day business operations for over ten years, he still came in regularly to help maintain inventory. He was at work just three weeks before he died.

He will be sorely missed by his family, his son Michael Rotondi, president of Boyle & Chase, son-in-law Bob Kent, vice president and all B&C employees. During his era the manufacture of locks changed and grew dramatically, but he was always talking quality, always trying to sell, and always ready to teach—that was Tony.

## Advertising National News

It would be great for all of us if some type of Ad for T.V. was created and shown nationally. We are an ignored profession. We have lots of stories that should make national news. We are there to let the Police and Fire Department in at various times. Etc. Etc.

Some of the stories should get national coverage. Is this accomplishment possible with *The National Locksmith*?

Dennis  
Oregon

**Editors Note:** Dennis, I would suggest that you contact the Associated Locksmiths or America (ALOA) regarding your national advertising campaign. That's what they are there for.

## NEVER Again

I have now been in the lock and security business for 15 plus years. Where has the time gone? Can we not get off of our repeated complaining about the police opening cars and auto clubs not paying, or AAA invading our territory? AAA called me after a customer referred me. They wanted to sign me up to again work for them. I told them "Been there done that and NEVER again," because they could never pay me enough for services rendered.

Seems we could be spending our time better solving some of the world's problems, or just simply enjoying life as it is and accept things, instead of complaining about things that will apparently never go away anytime soon.

Tim Hopkins  
Nebraska

## Dear Marc

Thanks for mentioning my visit to your facility in the publication. You've made me somewhat of a celebrity in the Austin locksmith community. I also thank you for taking time out of your day for an unscheduled visit, your hospitality was appreciated.

Thanks again.

John Samec  
AALCO Locksmiths

## Technitip Winner

I would like to thank Wedgeco, Int. for the neat extractor kit. I have used it several times and it really works. They, along with *The National Locksmith* magazine were nice enough to supply this as a prize in response to my Technitip about "Fireking File Opening".

Again, thank you!

Glen S. Phillips, CPL  
E-Mail

## Great Tool

Thanks so much for the broken key extractor from Wedgeco. It works great, a very handy tool for any locksmith. We will be sending more tips in the near future.

Thanks again.

Altadena Lock & Key

## Technitip Winner

Thanks again to The National Locksmith and Jake for publishing another of my tips. Thanks also to LaGard for helping to support this tip column with prizes.

Bob Roman  
Maryland

TNL



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# SECURITY

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# Cafe

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## A1 Colorado Pin Kit



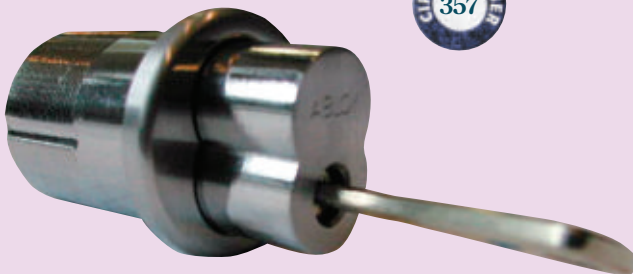
A1 Security Manufacturing has introduced a dedicated pinning kit for the new Chevy Colorado & GMC Canyon keyways (Model years 2004 & 2005). A1 also offers Original key blanks for both of these models.

## Abloy's CY416 High Security I/C Removable Core

This I/C cylinder incorporates the Patented Abloy Protec rotating disc cylinder. Pick proof, patented key profiles, 2 billion combinations, durable and resistant to extreme environments. Change out key can be had at any key level.

The CY416 I/C is the same dimension and will retrofit YALE™ large format handles.

The Abloy Protec key system offers a full range of high security products all operating on a single key profile.



## NAPCO Introduces New Pro-Bit™

NAPCO Security Systems, Inc. is proud to introduce the new Pro-Bit™ full line of superior high-speed tool steel drill bits! This full line of professional quality bits, made specifically for security applications, is all at a great value and savings exclusively at all its NAPCO Independent Distributors.

The NAPCO Pro-Bit line is ultra-durable. All bits are constructed of high-speed tool steel with hardened

cutting points for long life and high speed.

All bits include an "extra-long twist" for superior material evacuation. The slow taper allows bits to retrieve easily without breaking. There is a fish accommodation on chuck and flute ends of bellhanger and flex bits. The 54" flex bits are comprised of super sharp serrated cutting edges.



The purchase of any of the 9 Pro-Bit models is back by both a NAPCO Limited Lifetime Warranty and a convenient over-the-counter exchange program at NAPCO Independent Distributors nationwide.



## Drill Doctor Drill Bit Sharpeners

If you had an easy-to-use tool that would sharpen your old, rusty, chipped and broken drill bits, you wouldn't need to make countless trips to the hardware store and you'd get your work done faster. It's time to stop saving dull bits and start sharpening them. The Drill Doctor from Professional Tool Manufacturing will sharpen bits from  $\frac{3}{32}$  to  $\frac{1}{2}$ " restoring worn drill bits to factory-sharp condition in under a minute.

Nearly 2 million people sharpen their dull and broken drill bits with one of the award winning Drill Doctor drill bit sharpeners. All models include a powerful 1.75 amp motor, a long-lasting diamond sharpening wheel, and a six-foot power cord.



CIRCLE NUMBER  
359

## Jet's New Groovy Keys

Eight more keys have been added to the vast line of Jet's Groovy Keys. As noted, they are available in the KW1, SC1 and WR5 keyways. In addition a new four-page full color catalog is offered featuring the entire Groovy Line of keys and displays.

Catalogs may be obtained from your Jet Distributor or by writing to Jet Hardware Mfg. Corp.

CIRCLE NUMBER  
360



## Kaba Mas New Cencon ATM Lock Keypad Design

Kaba Mas offers an optional Keypad Down (KD) front cover for the Cencon S2000 ATM lock. With the KD option, the Liquid Crystal Display (LCD) and keys are located below the dial, angled up in the direction of the user's eye, maximizing the viewing angle.

Keypad Down is the optimal solution for installing a Cencon lock on newer ATMs with an extended panel or obstruction above the lock.

CIRCLE NUMBER  
361



## Kaba's New Peaks Global

Kaba's new Peaks Global is a dealer exclusive patented key control system that provides each dealer with a unique keyway that is so exclusive there isn't another one like it anywhere on the globe. This gives you complete control over sales and service of your keyway not just regionally, but globally.

Peaks Global's three locking technologies (Pins, Peaks, and Discs) work together to provide added security. Peaks can be master keyed and retrofits nearly every type of commercial cylinder, including RIM, deadbolt, padlock, key-in-knob/lever, interchangeable and removable cores.

Peaks Global requires no special training and utilizes standard Peaks key cutting equipment. Peaks Global kits provide everything you need to get started and are now available from participating distributors.



## Klein Offers Metric Sized Nut Drivers

Klein Tools now offers cushion grip, hollow shaft nut drivers in metric sizes. The metric nut drivers range in size from 4mm–11mm, have a 3' shank and can be purchased individually or as a 7-piece set.

Other Klein features on the metric nut drivers include Cushion Grip handles for greater torque and comfort, color-coded handle ends for quick identification of hex size, chrome plated shafts to prevent corrosion and internal flanges for solid twist resistant shaft anchors.

Designed for driving nuts on long bolts, studs, and screws. The hollow shaft tools are perfect for working on electrical and HVAC/R panels, as well as stacked circuit boards.

All Klein hollow shaft nut drivers are designed for professionals and are manufactured in Klein's high quality standards. They all meet or exceed all applicable ASME/ANSI specifications.



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No. 1456-Personal Lockout Pouch, No. 1457-Personal Lockout Carrying Case No. 1458-Group Lockout Carrying Case, come in several configurations.

Safety series is an innovative line of safety lockout and tagout products including adjustable cable lockouts, rotating valve lockout covers, circuit breaker lockouts and padlocks, group lock boxes worker friendly modular kits, tags, snap-on hasps and much more.



## Perma-Vault's In-Room Safe with Audit Trail

Locksmiths who feel shut out of the bidding process for hotel and motel room safes by manufacturers or importers who sell directly to the lodging industry now have a new safe from Perma-Vault, which gives them a competitive option in the lucrative lodging market.

Perma-Vault offers a new state of the art card swipe as well as a card swipe/pushbutton lodging safe available through locksmith distributors. The new safe has audit trail capability of up to 400 events (depending upon model) and operates with an electronic locking mechanism, enabling the user to choose three different systems: functioning by credit card or magnetic card, functioning by digital electronic code, or functioning by either system as the user desires.

The swipe and pushbutton dual card operation allows the lock to be used by two people. Built-in security lockout on all models automatically shuts down the lock for 15 minutes after four wrong code entries. Safes are designed to store such items as laptop computers in a dorm room, handguns at police academies, personal property in a hospital or hotel room, or similar applications. Some sizes are available with a shelf.

Motorized mechanisms make the safes ADA applicable and safes can be mounted to the floor, a pedestal, or to furniture or shelves. A "battery low" detector and warning will tell when the power level is getting to a critically low level. A logger unit can be used for emergency openings and programming, meaning that no override keys, which might compromise security, are needed. **TNL**



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# BIANCHI 303 KEY MACHINE



by  
**Sal Dulcamaro,**  
**CML**

In the area of key making, there are some very specialized niches. Your standard key machines will cut the standard keys, but when you want to cut the more exotic high security keys you need to upgrade your equipment. There are a few companies out there that make key machines, but not all of those companies make a key machine for duplicating high security milled keys. One company that does make a key machine capable of cutting milled/drilled style high security keys is Bianchi.

The various type sidewinder (milled) car keys that operate some of the high end German and Japanese automobiles require a more specialized key machine like the Bianchi 303 high security key machine, (*see photograph 1*). A view from the left shows the lever that allows you to trace the pattern of the key tracks, (*see photograph 2*). You can grab the handle and steer the carriage that contains the key vises, (*see photograph 3*).

## CALIBRATING THE MACHINE

The positions of guide and cutter are coordinated with the positions of the key vises for accurate positioning and key making, (*see photograph 4*). You tighten the key vises by turning the red turn knobs (*see photograph 5*). You can either insert keys and key blanks in the vises or special adapters that will handle high security keys that require cuts made at a



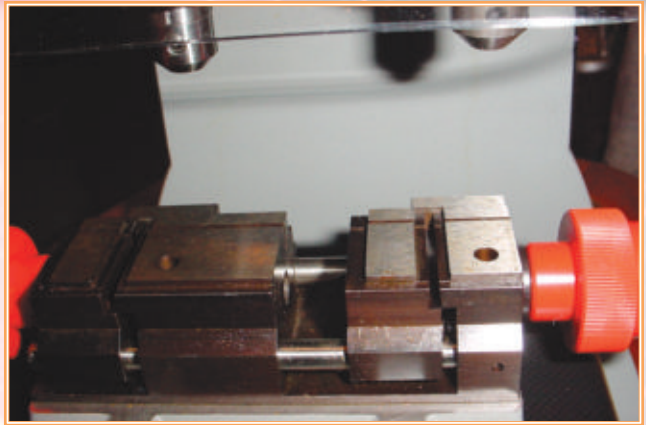
**1. The Bianchi 303 high security key machine.**



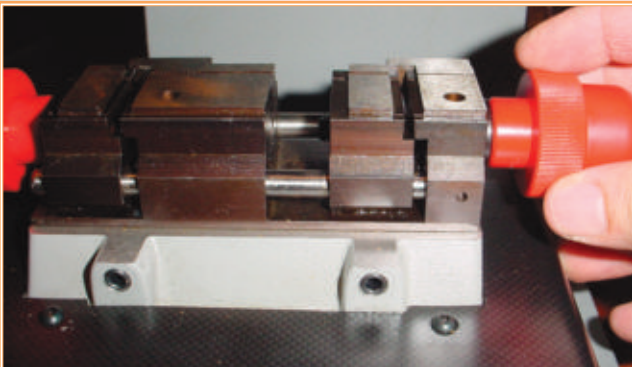
**2. The lever that allows you to trace the pattern.**



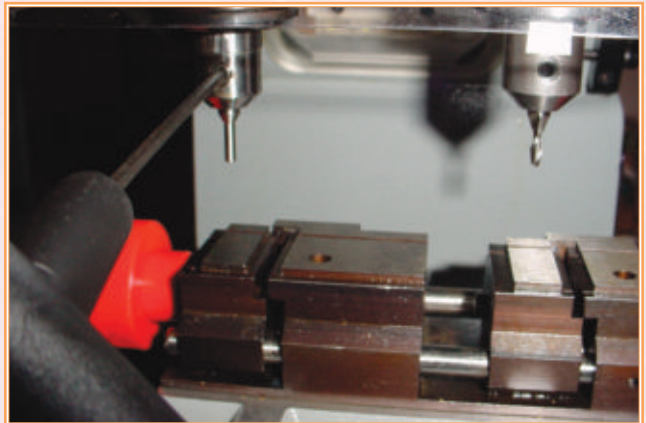
**3. You can steer the carriage that contains the key vises.**



**4. Guide and cutter are coordinated with the positions of the key vises.**



**5. Tighten the key vises by turning the red turn knobs.**



**6. The tracer and milling cutter set have matching profiles.**

slight angle. When you change out a tracer and milling cutter set, you will first need to make sure they have matching profiles, (*see photograph 6*). Before actually cutting the key, you will need to calibrate the machine to make sure the depths remain very precise. The Bianchi 303 uses an electromechanical calibration method, which can be used every time tracers and cutters are switched to maintain precision at all times.

There are two push buttons on the right side of the machine toward the back end, (*see photograph 7*). A much closer view reveals some important details, (*see photograph 8*). The top (red) button is pushed to start the electronic calibration system. The vertical carriage lever moves the milling cutter/tracer assembly down toward the key surface

(*see photograph 9*). The carriage should be held in place with light pressure while doing this. The red tracer assembly knob should be turned left or right as needed, (*see photograph 10*). An enlarged view of the area with the arrows for calibration can be seen in more detail, (*see photograph 11*). The arrows will indicate which direction to turn. Once the machine is calibrated, you are ready to use the tracer/cutter combination to make keys.

### **MAKING KEYS**

When you duplicate the dimple style high security keys, the vertical carriage lever brings the

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**7. The top (red) button starts the electronic calibration system.**



**8. The black button starts the mill rotation.**



**9. The vertical carriage lever moves the milling cutter/tracer assembly down toward the key.**



**10. The red tracer assembly knob is turned left or right as needed.**



**11. The arrows will indicate which direction to turn.**



**12. Many of the dimple style keys are cut straight down, but others require a slight angle.**

tracer/cutter combination down into contact with the original cut key and blank, (*see photograph 12*). You can duplicate a key or use depth keys to make a key by code. Many of the dimple style keys are cut straight down, but others require a slight angle. The first kind can be done with the original key and blank clamped in the key vises. If an angle is required, you will need one of various pairs of adapters to set the correct angles.

Under normal circumstances, the lever will return to the upright position by spring action when you release your downward force. If you are duplicating the milled type high security automotive keys (sometimes called

sidewinders), you will typically trace the depth at the same level but over a specific milled cut pattern. By turning that same lever clockwise, the depth is locked in place and it will not come up as you are tracing your key, (*see photograph 13*).

Similar to the dimple cut keys, some automotive keys can be cut with the keys held in the vises as is, while others will require adapters to properly hold the keys. Tracers and milling cutters will come in sets to go with various types of high security keys. Some will be quite specific for certain types of keys, while others can be used to cut a variety of different keys. There

**Continued on page 18**

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**13. By turning that lever clockwise the depth is locked in place.**

are also some very interesting adapters available that will allow you to cut Tibbe or tubular style keys with the Bianchi 303 high security key machine.

### **BIANCHI KEY MACHINES**

A number of things stand out about Bianchi machines. They have the look and feel of quality. Others Bianchi products and especially this machine are solid and heavy duty. You don't want to drop this machine on your foot. They also have some interesting and subtle touches that make them stand out, such as



**14. Tracers and cutters, plus necessary adjustment tools.**

detachable power cords. A handy feature of the Bianchi 303 is a storage drawer to keep spare tracers and cutters, plus necessary adjustment tools, (*see photograph 14*). When you realize it is time for you to upgrade your key cutting equipment, you may want to consider Bianchi as one of your options.

*If your locksmith supplier does not stock Bianchi products, you can call Bianchi USA, Inc. at: 440/716-8006. FAX: 216/803-0202. Toll Free: 800/891-2118. Find them online at: [www.bianchi1770usa.com](http://www.bianchi1770usa.com). Circle 355 on Rapid Reply.* **RL**



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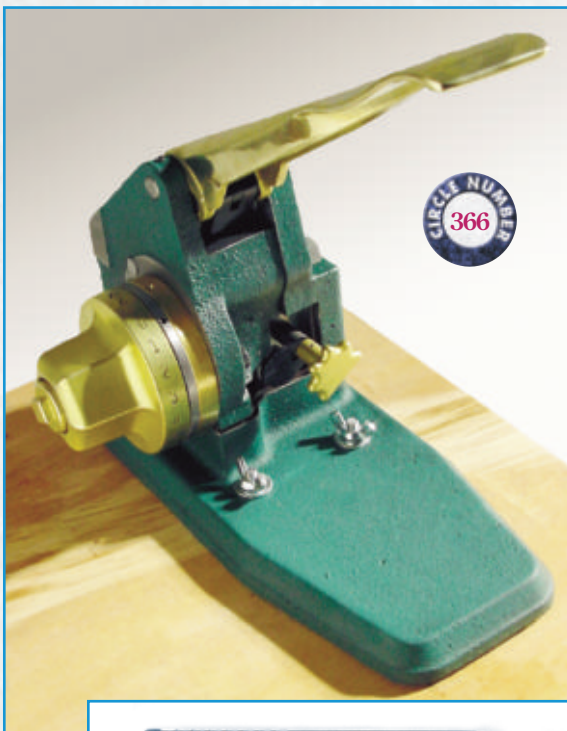
# KEY M A C H I N E S

**T**he centerpiece of any locksmith business, the key duplicator/code machine is one tool few locksmiths can perform business as usual without. From desktop, to mobile, to hand-held, key duplicators come in all shapes and sizes, and every year brings new additions, changes or modifications.

The following manufacturers represent a sample of what's new and currently available in key machines.

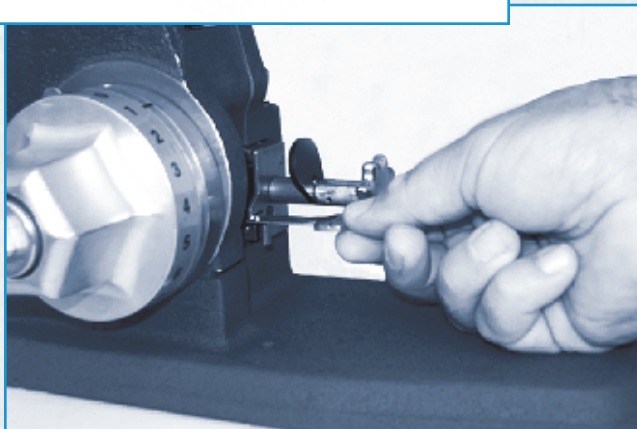
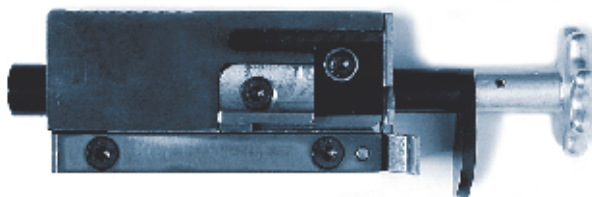
## ► A-1 Security Manufacturing ◀

A-1 Security Manufacturing has been manufacturing specialty tools for I/C core for over 20 years, so it is no surprise that the company manufactures an industrial grade key-combinator for punching Small Format Interchangeable Core (SFIC). Similar to the original Best® key combinator, the Mean Green Machine features a large side-mounted depth knob for speeding up the cutting process. Manufactured of cast iron and brass, this heavy-duty machine weighs over 25 lbs. The machine is available for three systems, A2 (#GP201-A2), A3 (#GP201-A3), and A4 (#GP201-A4).



SFIC requires extremely tight tolerances when generating keys and A-1's machine is engineered to handle those demanding tolerances. The location of the depth knob, and its operation are designed to allow for fast and accurate dialing of the required depth.

**Continued on page 24**





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Circle 305 on Rapid Reply

The vise is self-advancing. Unlike the original Best® key combinator, this well designed vise is able to hold most SFIC keyways, even large headed keys. The vise mechanism is ideally suited for swift and sure loading of keys.

Accessory vises are available for specialty keyways of Arrow and Medeco's KeyMark.

Locksmiths that are serious about SFIC will want to take a good look at this equipment from A-1.

### ► **BD Laser™ from Barnes Distribution** ◀

The BD Laser™ from Barnes Distribution has many unique features that make it the most advanced electronic high-security key machine in the world. The BD Laser™ has been designed with ease-of-use in mind. It's user-friendly, safe and secure.

The BD Laser™, with its compact design, is extremely simple to operate. A bright, easy-to-read touch-screen display walks the user through each step. A cutter-wear indicator displayed on the touch-screen tracks the amount of material removed each

time a key is cut and alerts the user when it's time to change the cutter, further reducing the possibility of mis-cutting an expensive key. BD Laser™ is unique in that only one carbide cutter and one tracer are required, eliminating the need to change cutters and tracers for different makes or models of vehicles.

Cutting a key is fast and simple whether you start from the Make/Model/Year Lookup, Cut by Depth, Cut by Code or Cut by Decode selections. Anyone can cut a perfect key with only two minutes of training! The unit is automatic and self-calibrating; no manual adjustments are necessary to cut a perfect key. The unit even verifies that the correct clamp jaw is installed and there isn't even a Z-axis to worry about!

The BD Laser™ has been designed with safety in mind. There are no pinch-points on the unit and the cutter is not exposed to your hands or fingers. An emergency stop button, located on the side of the unit, immediately stops the cutter. Connect a vacuum to the cutter guard and never worry about chips again!

This machine is fast and accurate. It takes less than two minutes from the time you touch the first screen until the key is finished! Servo motors coupled with encoders ensure OEM quality tolerances on keys made of brass, nickel-silver or steel.

The password protection feature permits assigning each user a unique password for accountability. The BD Laser™ records every key cut as well as the code cut, date/time and user. Other features include a Fast Find number for frequently used vehicles, a detailed on-screen picture of the key with the depths of the key code displayed, a quick change cutter (takes only a minute) and automatic jaw recognition.

You can also customize the BD Laser™ to suit your shop; display a preferred vehicle manufacturer, store customer information, select an audible touch screen to monitor user activity and directly download the latest vehicle information from the Internet. BD Laser™ takes the worry out of cutting keys correctly.

### ► **2005 Framon Sidewinder Gets A New Look** ◀

The list of car manufacturers that use high security keys seems to grow every year. A few years ago, Volkswagen went line-wide with a sidewinder type key, after that Honda made the switch. With rumors in the air of another major manufacturer going high security, the locksmiths' need for a machine to handle these keys is stronger than ever before.

Framon's Sidewinder machine has been in production since 1990, when only high end Mercedes, BMW, Lexus and the like utilized these keys. The focus of the Sidewinder design was what Framon felt every locksmith would want; ease of use, accuracy,



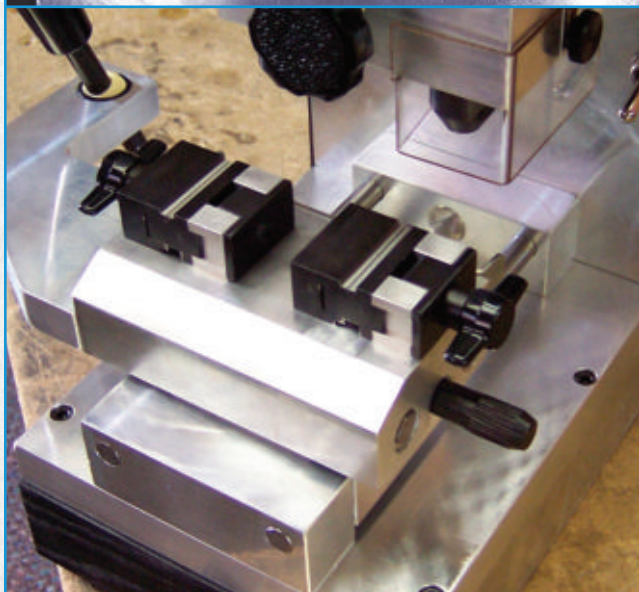
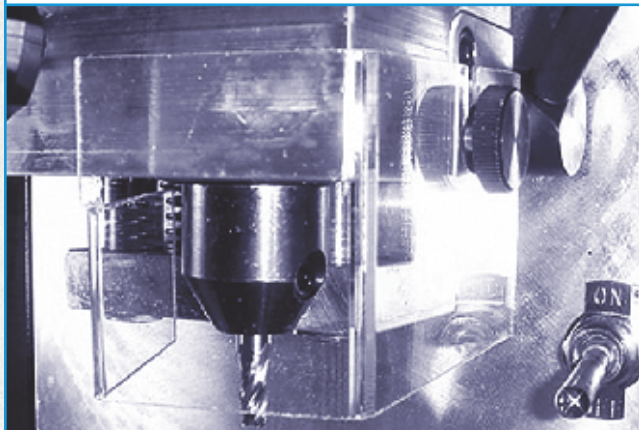


and a complete package that would do the job without breaking the bank. For 2005, we've redesigned the machine to include a handle on the left side of the machine. With the addition of the handle, linear ball bearings have taken the place of the former linear slide mechanism, assuring a smooth motion while cutting.

Today's Sidewinder packs everything a locksmith would need into one machine. Two pairs of reversible vises are included with the machine. The "A" side of the standard vise set holds almost all of the high security keys in use today. Side "B" is exclusively for Mercedes 2-Track keys. Volkswagen/Audi vises are also included with the machine for duplicating the primary or valet keys used by VW. No adapters are needed to hold keys in any of the Sidewinder's vises. If you need to code cut, depth & space key sets can be purchased to use with the machine.

Four cutters and two guides are also included. The Sidewinder uses a 5/32" cutter & guide for almost all keys, with the following exceptions: Lexus uses a 3/32" cutter & guide due to the center cut, as does VW & Audi. All of the supplied vises, cutters, and guides can be stored underneath the machine in a handy drawer. A demonstration video also accompanies the machine to

**Continued on page 28**



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This Blue Punch key machine is heavy duty and built to last. Each machine is a dedicated punch machine designed to provide factory original keys. Creates keys with the speed of a duplicator. The Blue Punch is fast, extremely accurate and easy to use. The key machine is set up at the factory to provide automatic spacing and depth. The Blue Punch is an ideal key machine for the commercial locksmith, hotels, schools and other institutions. Fast and easy to use, this key machine is precision machined to the tightest tolerances. Portable and dependable, hand-operated, no electrical outlet needed. The professional's clear choice. The FASTEST and EASIEST punch machine on the market.

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In fact, the familiar sound of the Blue Punch goes back to the 1960's. Punching the cuts on a key instead of grinding is nothing new, but it's a simple concept that has made a lot of locksmiths a lot of money.

At PRO-LOK, the idea of punching original code keys is alive and well. The company manufactures the Blue Punch Key Machine. As the leading manufacturer of bench-top punch machines, PRO-LOK knows why this concept is so popular - because it's so simple. History proves the popularity.

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## As easy as 1, 2, 3...

The Blue Punch started out in the late 60's as the Codemac 101 and later became famous as the Keymak. It eventually sold under the brand names Armbruster Key Punch, Automatic Security Machine (ASM), City Punch, Schlage 40126, Kwikset Keycutter #278, Falcon/Weiser 1214 and a few other labels. PRO-LOK® bought all of the tooling, dies, castings, parts and pieces in late 1993 and began the detailed process of manufacturing this popular punch machine. Sold into the market for over 30 years, there are thousands of these machines out there in daily use and the demand continues to be strong.

Although cosmetically the machine looks the same today as it did 30 years ago, countless technical improvements have been made to the original Blue Punch machine since the initial acquisition by PRO-LOK®. All manufacturing is accomplished at PRO-LOK's facility.

If you have one of the old Blue Punches needing service or repair, don't just let it sit on a shelf. It's a diamond in the rough. Call PRO-LOK® for a Blue Punch Repair number. We repair and rebuild dozens of old Blue Punches each and every week. Any Blue Punch, by any name, is eligible and can be serviced at the PRO-LOK® factory. Whether your punch machine needs a simple repair, complete rebuild, brand conversion, or simply cleaning and re-calibration/adjusting, we can do it. We'll get your machine back to a productive status rapidly.

Most locksmiths own or have used a punch type key machine. Some have borrowed one and been reluctant to give it back to its rightful owner. Portable, compact and hand-powered, these machines can be operated in a shop, service vehicle or right at the customer's door. Designed for the most common commercial and residential lock and key systems, these machines will punch out a key to factory specifications in a matter of just seconds. The ability to generate "original" keys (not duplicates) as needed allows you to issue your customer accurate, first generation keys on a simple rekey job. It also quickly generates extra original code keys for a master key system as you service each door on the job site.

## Basic Operation

Operation is amazingly simple. After the key blank is lightly clamped into the jaw, the machine is set to the first cut position and the key is firmly clamped.



Photo #1

### Photo #1

Choose the depth of the initial cut by sliding the code bar on the Blue Punch to the desired depth. Next, push the handle firmly down.

### Photo #2

Pushing firmly down on the handle does two things; it produces the familiar KURCHUNK sound while cutting through the blank, and it automatically advances the die carriage to the next cut position. Choose the second depth and push the handle down again. As you choose each succeeding depth, simply pushing the handle down advances it to the next position. In a matter of 5 to 10 seconds, an original code key has been generated. It's quick, easy and accurate.

Once you get your hands on a PRO-LOK® Blue punch machine you won't want to ever let go. No more dead battery, no more extension cords. Position it, punch it and present it to your customer. Period.

No other punch machine on the market today comes close to the reliability, speed, accuracy, and durability that the PRO-LOK® Blue Punch offers you.



Photo #2

help the user get up & running quickly & easily. Another feature of the machine is size & weight: the Sidewinder measures in at 6"W x 14" D x 10" H and weighs 33 lbs.

Very few adjustments are required when using the Sidewinder machine. When used for the first time, or when changing cutters, a setup routine must be done to assure the cutter & guide are calibrated to each other. This usually takes about 30 seconds. Once done, the actual cutting of the key takes about one minute.

If you would like to see how the Sidewinder works, Framon offers a free demonstration CD-ROM that contains a video of all Framon key machines, as well as a catalog on CD and a demo version of our Genericode Code Program.

### ► HPC Switch Blitz™ ◀

After a quarter of a century, the Blitz™ machine has become an integral piece of most every locksmith's business. No more fumbling around with time-consuming depth keys. No more confusing micrometer measurements and complicated machine set-up. Simply insert the code card for the lock you are using, and cut the key.

In addition to cutting by code, every locksmith has to duplicate keys, and has 1 or more duplicators. Often the machine of choice is the HPC Trace-A-Key® semi-automatic duplicator, judged to be the fastest and most accurate duplicator on the market. Although the Blitz™ and Trace-A-Key® machines do not take up a lot of bench space, HPC was convinced that it could consolidate. This inspired the engineers at HPC to combine the best code machine with the best semi-automatic duplicator to create the HPC Switch Blitz™.

Now in the bench space of 1 machine you have 2 top-quality key machines. The brilliant design and engineering makes the switch from code cutting to duplicating as simple as 1-2-3. No tools are needed and no adjustments are required to the machine, to switch from code cutting to duplicating, and back again.

The Switch Blitz™ is equipped with the latest features. It comes with Easy Grip Wing Nuts, ergonomically designed to make loading keys easier. The unique Quick Nut on the cutter shaft allows for changing cutters without using any tools. The left-hand jaw is furnished with the Easy Flip Shoulder Gauge handle and safety switch which prevents the machine from powering on if the shoulder gauge is not in the down position.

The Switch Blitz™ is supplied with 3 cutters:

The CW-14MC cutter is for use on many commer-

cial and residential keys, such as Schlage, Kwikset, Arrow, and Yale.

The CW-1011 cutter is for use on most car and motorcycle keys, as well as on small furniture and switch lock key, such as Chicago, Hudson, and National.



The CW-6010 is a double-angle cutter designed specifically for duplicating on the Switch Blitz™. While the standard designated code cutters can be used for most duplicating, the CW-6010 is best for high volume duplication.

The machine is supplied with an expanded deck of 150 code cards, including all the cards for the latest cars. Additional code cards and adapters are available separately with which various specialty keys can be cut by code, such as standard 7-pin tubular keys, 6- and 8-space Tibbe keys (used on some Ford and Jaguar cars), Medeco keys, and safe deposit box keys.

As an added bonus, when you register your purchase of the Switch Blitz™, you will receive a free thank-you gift. You can choose to receive 1 of the following:

- Cutter for cutting Medeco keys by code
- Calibration Kit for easy calibration of the code-cutting part of the machine
- CodeSource-Lite & Interactive Depth & Spacing Guide, the 2 CD-ROM set of complete code data and key cutting information.

The Switch Blitz™ is truly 2 world-class key machines in 1. If you need a machine for your van or only have space for one machine, or you are ready to buy your first key machine, the Switch Blitz™ is the best option available.

## ► The Ilco Universal II ◀

The Universal II is a mechanical code machine utilizing a series of code cards and interchangeable cutters to enable the user to originate keys for a broad variety of locking systems. Simple to use, this system allows for far quicker conversion (usually within seconds) from cutting one type of key to another, than with non-card type mechanical code machines. Operation is very straightforward; the operator selects the proper code card for the locking system they require a key for, assures that the required cutter is installed on the machine, and with the proper key blank positioned in the machine's vise jaw, begins the simple cutting process.

The code cards are really the heart of the system; each card has unique markings that correspond to the specific spacing and depth criteria of keys to specific locking systems. With a code card inserted in the machine, the operator simply rotates a spacing crank and a depth crank during the cutting process, aligning indicators on the machine with appropriate markings on the code card for each cut required on the key being bitted. All current card type mechanical code machines operate in this fashion!

What makes the Universal II different? In a word, innovation.

**Continued on page 32**

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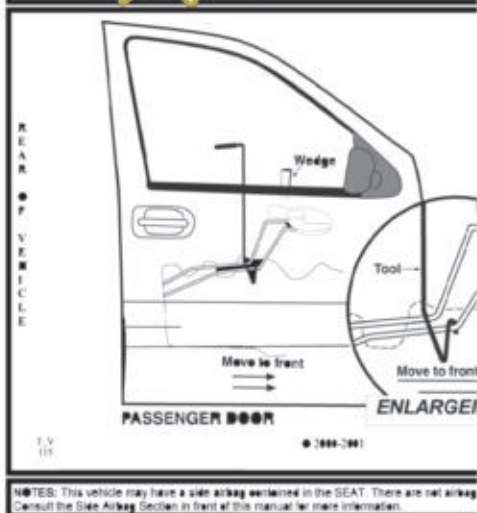
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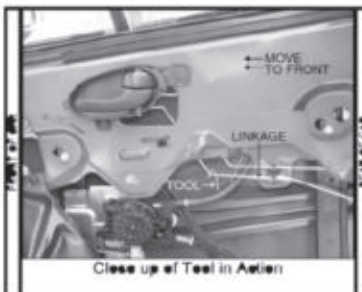
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The U2 is designed with several exclusive features intended to simplify operation, enhance accuracy, and promote greater efficiency:

- Easy view code cards- Each code card supplied with the Universal II incorporates special depth



and spacing markings that make it easier for the operator to determine when the machine's indicator needles are precisely positioned above each spacing and depth position on the card. This helps improve cut accuracy and lessens eye fatigue.

- Dial type calibration- The Universal II has a "dial type" calibration system for depth of cut. Graduated markings on the adjustment dial remove the guesswork, making depth adjustment a snap!
- "Flapper type" key gauge- The key gauge used on the U2 is similar to that used on many popular electronic code machine products. In addition to providing an accurate key shoulder stop, it also assures that key blanks are clamped parallel within the vise jaw, contributing to greater accuracy.
- Titanium Nitride coated cutters- U2 cutters have an ultra hard coating that contributes to a longer service life.
- Ergonomics and safety- The U2's sealed power switch and circuit breaker are located on the side of the machine, rather than near the deburring brush for easy, safe access.

Code cards and cutters used with the Universal II are interchangeable with other machines of its type. Owners of competitive models can purchase U2 style code cards and use Ilco titanium-coated cutters; likewise U2 purchasers can utilize cutters and code cards they may have acquired over the years for a competitive card type machine. Finally, if you're in the market for a new code machine, compare the facts and you'll quickly see that the Ilco Universal II is truly an excellent choice.

### ► The JET 5060 Key Machine ◀

The 5060 semiautomatic, is one of the most precision key duplicators in the world. Micrometer type adjustments and the M2 steel cutter, the hardest



steel in the world, results in a perfect duplication every time. The 4-way jaws are precast hardened steel with triangular knobs to prevent over tightening and crushing the keys. 5060 is also extremely quiet while duplicating.

### ► LLC Punch for SARGENT Blanks ◀

A mass produced key punch machine is now available for punching SARGENT keys to factory specifications. Built on the PRO-LOK chassis, the machine will cut both left and right key sections in both 6 and 7 pin key blanks. Based on information on the correct factory specs for angles and tolerances the manufacturer says were obtained from the SARGENT factory, the machine from Locksmithing, Unl. LLC can punch SARGENT factory original nickel silver or after-market key blanks.



Not requiring any electrical power, the lightweight portable punch machine requires only a push of the handle to cut keys. The manufacturer says the punch generates SARGENT keys easier and faster than using a standard duplicating machine.

### ► MBA BORKEY 994 REXA 2000 ◀

Borkey is a German company legendary for producing superbly accurate key machines. In business since 1851, their newest duplicating machine is the model 994 Rexa 2000. This semi-automatic powerhouse features four-way jaws capable of firmly gripping everything from interchangeable core keys to virtually any foreign car key. Supplemental gripping devices are available to hold cross-keys, Tibbe keys, and other unusual keys.

In addition to the shoulder gauge, lift wires and tip-stops allow for accurate alignment of any key up to 4-1/2 inches long. Calibrated micro-adjustable space and depth controls allow the

operator to easily compensate for worn or even broken keys. Keys requiring very deep cuts in the first space are easily handled by the specially shaped cutter.

The Rexa 2000 comes with important safety features any locksmith will appreciate. These include a "hold-back" feature to keep the cutter from hitting the jaw, plus a carriage safety that prevents cutting into the shoulder gauge. A shrouded cutter and brush are two more features that make this 74 pound workhorse as safe as it is accurate and reliable.



Many locksmiths keep a magnet by their machine to check for steel blanks. Steel blanks can destroy most cutters. The Rexa 2000 is made by a company that specializes in manufacturing steel blanks, so this machine will cut steel all day long with no ill effect. What's even more remarkable is that this is done without the use of an expensive carbide cutter! This feat is accomplished through a combination of cutter diameter, motor speed and torque.

How can you justify the price of your cut keys when the hardware store cuts them so cheaply? Simple...your keys work. They work because you understand space and depth, and they work because you are smart enough to invest in top-notch equipment. The Rexa 2000 is not the cheapest machine on the market, but it's an investment that will reliably make you trouble-free money for many years to come.

Borkey machines and blanks were successfully distributed in the U.S. for the past 30 years by DiMark International. Upon retirement in 2004, DiMark selected MBA USA, Inc. to carry on their proud tradition with Borkey. MBA stocks the Rexa 2000, plus popular key machines and the parts to service them. Additionally, MBA carries thousands of Borkey key blanks for furniture, cars, and household locks.



# 2001 TOYOTA Prius

PART 2

by  
Michael Hyde



*In the first installment we covered the ignition lock and trunk lock. In this installment we will cover the door lock and programming procedures.*

## DOOR LOCK



**1.** Begin by removing the Phillips screw that holds on the plastic trim panel around the inside door lock/unlock handle.



**2.** Remove the trim piece.



**3.** Next, remove the Phillips screw located at the bottom of the handhold, close to the elbow-rest.



**4.** Now carefully lift up on the entire power door lock/unlock button and window control assembly and disconnect the two plugs.



**5.** Located on the corner of the door panel, approximately 3" above the door latch, you will find a "button type" retainer. Push the center of the retainer inward, and then pry the entire retainer out.



**6.** There is one more piece that will need to be removed before the door panel can come off. This black trim piece is located towards the front of the door, and is used to cover the bolts that hold on the passenger side mirror. It is easily pried off.



**7.** Now the door panel can be removed.



**8.** You can see the bicycle-style linkage cables that are commonplace on today's vehicles. For this reason, I would use an air-wedge and inside-access rod to open this vehicle.

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## Security?

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## Functionality?

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**9.** You can see the two 10mm bolts that hold the handle and lock in place.



**10.** After the bolts have been removed, disconnect the latch-to-lock linkage and the outside handle-to-lock linkage.



**11.** The handle can now be tilted out the front. The lock has a code on it and can be seen when you tilt out the handle.



**12.** By prying off the face-cap and removing the tailpiece the cylinder comes out the front of the lock. The face-cap can be re-used.

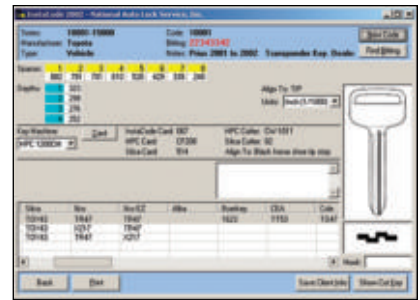


**13.** The last 7 (Bow to Tip) tumbler positions are found in the door lock cylinder.

## GLOVE BOX LOCK



**14.** There is no glove-box lock on this model.



## ADDING A VALET KEY

**One Master key must be present.**

1. Start out by sitting in the driver seat with all the doors shut.
2. Insert your working Master (black) key in the ignition lock.
3. Turn the key from "LOCK" to "ON" 4 times. End with the key in the "LOCK" position. This must be done very fast.
4. Open and close the driver's door 5 times. End with the door closed. This must be done very fast.
5. Remove your working Master key and insert your new un-programmed Valet key. This must be done very fast.
6. Turn the key to the "ON" position and leave it there for about a minute when the security light stops blinking.
7. To finish programming, take the key out, open and close the driver's door to finish the programming, and you're done.

## ERASING A TRANSPONDER KEY

**One Master key must be present.**

1. Start out by sitting in the driver seat with all the doors shut.
2. Insert your working Master (black) key in the ignition lock.
3. Turn the key from "LOCK" to "ON" 6 times. End with the key in the "LOCK" position. This must be done very fast.
4. Open and close the driver's door 7 times. End with the door closed. This must be done very fast.
5. Wait for about 10 seconds and remove the key. Open and close the driver's door once. All keys should be erased.



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**Pocket InstaCode** requires a Pocket PC (not included) with 64mb RAM running Microsoft Pocket PC2000 or later. Contains all the codes but not all the features of InstaCode. Call for details.

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# BizWiz

## The Daily Report



by Sara Probasco

*“Businesslike: efficient, methodical, having the qualities needed to operate a business effectively”—Webster’s New World Dictionary*

Keeping track of your sales and the revenues generated by them is a very important factor in the efficient operation of a business. Now, I know a lot of folks unlock customers’ cars and don’t offer a receipt, and stick the fee in their pockets to buy lunch or whatever, but I also see them crying when it comes time to make a truck payment or pay their suppliers. Let’s face it, you can’t expect to operate a successful business that way. And isn’t that what we’re after?

Remember in the last BizWiz article, I suggested building a “prime customer” list by filling out a sales ticket for each transaction and entering all the information in a master file? We use four different sales tickets to help us keep our records straight:

(1) A standard 5" x 8" triplicate “charge ticket” for customers who have established credit accounts with us (white original for the customer, yellow copy to mail out with our end-of-month statement, card-stock copy for our “receivables” files)

(2) A “book” of standard 5" x 8" duplicate “truck tickets” for out-

of-store service customers (white original for our files, yellow copy for the customer)

(3) A computerized cash register for in-store sales (prints original receipt for customer, running-tape copy for our files)

(4) A credit-card swipe machine for both in-store and truck sales (prints original receipt for customer, copy for our files)

Many years ago, we devised a very simple accounting method that allows us to cross-check our daily income against these sales tickets and our bank deposits. We call it “The Daily Report,” and we print the forms “in house” on our copy machine, two to a standard page.

The heading has a place to enter the date of the sales.

The body of the Daily Report is divided into five sections, horizontally, to enter:

- Shop sales (cash and checks)
- Truck sales (cash and checks)
- Credit sales (sales charged to a pre-established in-house charge account)
- Column totals
- Breakdown of charges (material, labor, mileage, late charges, etc.)

Since Credit-card charges aren’t collected in-house, they are

recorded on a separate copy of this same form and stapled to it. This provides ready-reference when the monthly statement comes.

The body of the Daily Report is divided into four vertical columns:

- Taxable sales
- Non-taxable sales
- Category sub-totals
- Taxes collected

At the bottom is a line to enter the total collected, which must correspond exactly with the total on the corresponding bank deposit.

We make bank deposits on a daily basis. Before we go to the bank, the Daily Report for the previous day’s business is completed and must show the same total as the bank deposit. The following are then stapled to The Daily Report and filed in a labeled 6-month storage box:

(1) All copies of customers’ paid invoices for that day

(a) reflecting payments by cash and checks for that day’s business

(b) reflecting payments received that day on in-house customer charge accounts

(2) The cash register tape showing that day’s in-store sales paid by cash or check

(3) Separate Credit-card form

plus receipts for credit-card purchases for that day

This sounds like a lot of work, but I can't tell you the times having this information at our fingertips has saved us hours of searching for information.

For example, suppose someone needs a past receipt for some reason, all we have to know is the date they paid us. We can pull the Daily Report for that day, locate the paid invoice, and make them a copy.

Or say one of our commercial customers needed a breakdown of which seven invoices their certain check paid, nine months ago. All we need is the date and amount of the check, and we can reference the deposit slip (which we keep for at least a year), pull up the appropriate Daily Report (identifiable by corresponding date and total sales), and voila! There are the copies of the paid invoices. Pretty slick, eh?

Another plus: we enter all this daily information into our computer to be assimilated into business reports such as Profit & Loss Statements. And all our check-writing is done via computer. Once in a while we get overloaded and fail to enter a Daily Report into the computer, so when time comes to reconcile our monthly bank statement, we're showing a deposit made at the bank that isn't in our computer. All we have to do is pull our Daily Report storage box, go to the approximate date shown on the bank statement (their dates and ours don't always jive) find the report with "total sales" that match the bank's deposit entry, and input all the information into our computer from the overlooked Daily Report. It's just one more check-point that keeps us on-track and makes our jobs easier, in the long run.

You may not be especially interested in our methods of

record-keeping, and that's okay. No two people work exactly alike. The point is, do SOMETHING about recording your sales and keeping good records. If you're already following a procedure you like, and you're willing to share, drop me a line at The National Locksmith and let me know what you're doing.

Now, put a big smile on your face and go make your customers glad they called you. **TNL**

*Looking for more in-depth information to help you master "The Business of Locksmithing."? Sara Probasco is now offering a limited number of "encore" presentations of her important full-day seminar to locksmith meetings and conventions across the U.S. and western Canada. For more information, have your area, state, or regional locksmith-association representative contact her at [donsara@hilconet.com](mailto:donsara@hilconet.com).*

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# new TOOLS for safe opening

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**E**ach year those of us in the industry see the introduction of new tools for safe opening. However, their usefulness is not always abundantly clear, and the life span of their usefulness may not be worth the often-hefty investment one must make for new tools. So, the question is—what makes a tool truly useful? Simply put, it allows the safe technician or locksmith to complete the task at hand faster, safer, and with minimal or no frustration.

We've seen quite an evolution of safe tools over the course of the last few decades. The tools covered here continue that tradition of *useful* safe tools designed to make your job easier.

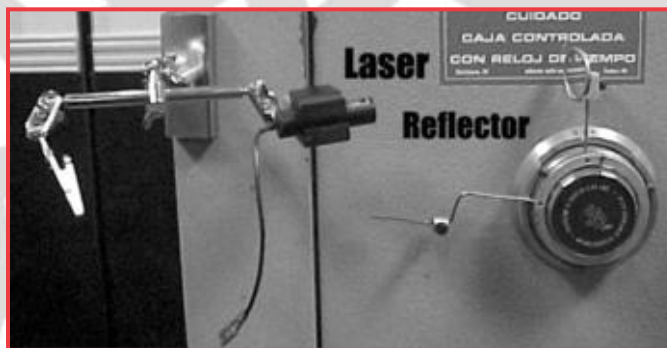
## Safe Lock Manipulation Made Easier

For many of us there is no greater satisfaction in our jobs than successfully manipulating a safe open. For many reasons manipulation is a much better solution than drilling—allowing you a non-invasive technique to save the lock; an especially important benefit when no replacement for the lock or its parts are available. Manipulation also eliminates the need for repairs

and can in many instances be faster than drilling. Enter Lockmasters' exclusive "Big EZ" manipulation tool (*see photograph 1*).

The "Big EZ" utilizes a laser to enlarge the indications from the lock. We've experimented with lasers by attaching them to the dial, and if you've ever manipulated a lock, you've no doubt discovered the many obstacles. But the "Big EZ" utilizes a mounted magnetic base providing you greater flexibility with the laser light. With the "Big EZ", the only item attached to the dial is one of three different size rings with a mirror to reflect the laser light and a counter weight—used optionally when necessary.

The process is easy. With the "Big EZ" mounted, start the manipulation process and use the expanded readings from the lock produced by shining the laser light off the mirror and onto a wall located nearby (approximately 2–3



**1. Lockmasters' Big EZ manipulation tool.**

feet). The indication will be substantially larger with this method than it is on the dial. Shine the laser light on a wall further away and the indication will be as much as six to ten inches—much easier to read. The "Big EZ" is ideal for both the beginner and the experienced manipulator.

## New Tool for Enhanced Drilling

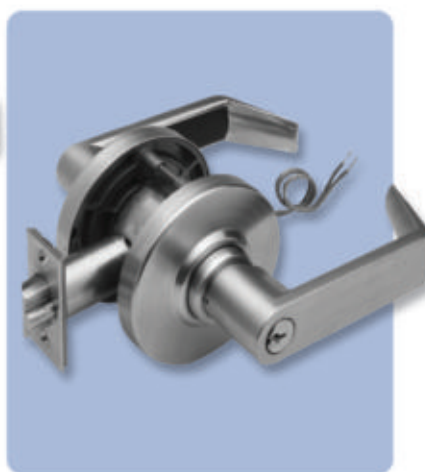
Lockmasters' "Quick Disconnect" is an upgrade for the Magnum Drill Rig line that provides two different points to release the mechanism (*see photograph 2*). Either quickly remove the quill to change drill bits when necessary, or release the entire "tower" mechanism for quick viewing or scoping the hole.

The Magnum Bullet Quick Disconnect is for template based drilling whereby once the dial and ring are removed, a drill template is attached to the safe using two screws. These screws are attached to the safe in the same two holes to which the dial ring was attached. With the template attached, you're ready to next attach the base of the "Quick Disconnect" to the location you will be drilling. Next, with the "Quick Disconnect" base attached, the frame is

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Circle 308 on Rapid Reply

Continued from page 40

mounted to the base using two air fittings. Simply slide the drill rig barrel into place and you're



2. Lockmasters' Quick Disconnect tool.

ready for drilling. To quickly remove the entire drill rig to either change drill bits or inspect the hole, simply release the two air fittings.

The Quick Disconnect is a must have for Magnum Drill Rig Owners, and for any technician considering their first Magnum Drill Rig purchase—which when purchased new, includes the Quick Disconnect.



3. Lockmasters' Kaba Mas X-09 Dial Puller.

### Opening Tool for the Kaba Mas X-09

If you've performed any work on GSA containers and locks, then you're aware of the latest in approved locks, the Kaba Mas X-09, meeting FF-L-2740A. When first introduced, there was some confusion on the drilling process in a "lock-out" situation. Lockmasters new X-09 Opening Tool targets the 2-step motor gear to engage it so that the spindle can be turned to retract the bolt. The tool is simply inserted after drilling, and following a few easy steps retracts the X-09 bolt.

### Dial Puller for the Kaba Mas X-09

Lockmasters' new Kaba Mas X-09 Dial Puller is also ideal for anyone involved in GSA container or vault work (*see photograph 3*). The X-09 Dial Puller utilizes a fitted cup that when centered over the spindle allows for drilling into the dial. A puller bolt is included with this kit in order to press the dial off the spindle; providing an efficient means for removing the dial and hub. The Dial Puller also works on the X-07 and the X-08.

### Pin Pulling on X-08 and X-09 Made Easier

Both the X-08 and X-09 are equipped with a LOBC (Lock On Back Cover) pin located on the back cover. Many of us know the frustration of trying to pull out this pin while at the same time dialing the combination of the lock during bolt retraction. Lockmasters' X-08/X-09 Pin Puller was specifically designed to eliminate these frustrations. By attaching the pin puller to the pin, outward-pulling pressure is created. Both hands are now free to dial the combination. When the correct combination is dialed and the bolt is being retracted, the tool will pull the pin to the correct location. At this point, you're now afforded a much faster and less complex method of removing the back cover of the lock.

This is just another useful tool to make your job easier and allowing your talents as a safe technician or locksmith to truly shine.

*All of these new and useful tools along with many other innovative solutions are available exclusively from Lockmasters. Contact Lockmasters at 800.654.0637 or visit the web at [lockmasters.com](http://lockmasters.com). **TNL***

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# Paper Wheel Sharpening System

by  
Bob Sieveking



*Keeping a keen edge*

**K**eeping a keen edge on my chisels, plane irons and knives, has always been a point of personal pride. In our first shop, we did quite a bit of knife and scissor sharpening work. Recently, I read an advertisement for the "Paper Wheel Sharpening System" in a Foley Belsaw sharpening catalog. It sounded interesting to me, so I ordered one. I could not be more pleased with my investment. For the cost, it far surpasses any other method I have found for putting a "razor edge" on a knife or chisel. I know, this isn't really locksmith related, but it is something that could be of interest to you. Nothing works better than a sharp chisel when you're mortising a latch or strike plate into a hardwood door or jamb.

This unique new grinding wheel system is made up of two laminated paper wheels. The



**1. The "Paper Wheel Sharpening System" by Foley Belsaw.**

complete kit includes the two wheels, instructions, extra grinding grit, white jeweler's rouge, and conditioning grease (see photograph 1). The kit is available in 6" or 8" wheel sizes. The wheels have a 1/2" arbor hole that will fit any ordinary bench grinder with a 1/2" arbor. They work best on a high-speed grinder motor (3450-3600 rpm).

Read and follow the instructions for installing the wheels. Always use the metal flange plates that are on the grinder, and tighten the wheels to a moderate pressure (see

photograph 2). The wheels are true, but spin the wheel by hand to insure that the wheel runs true on the shaft. If the wheel wobbles, loosen the nut and rotate one of the flange plates to correct the wobble. The wheels are well balanced and caused no discernable vibration when at speed.

The paper grinding-wheel is coated with silicone carbide grit (see photograph 3). The grit is glued to the edge of the wheel, and should sharpen from 100 to 200 knives, with reasonable care.

The slotted honing-wheel is not coated (see photograph 4). Here you can see the paper laminations.

The kit comes with a block of white jewelers rouge, a cup of conditioning grease (or wax), and enough replacement silicone carbide grit to recoat the grinding wheel about 30 times (see photograph 5). The



**2. Use the metal flange plates to set the wheel.**



**3. The paper grinding-wheel is coated with silicone carbide grit.**



**4. The slotted honing-wheel is not coated.**

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**Continued from page 44**

instructions describe the suggested method for recoating the grinding wheel. The system is also called the “Razor Sharp Edge making System.”

Start the grinder, and hold the block of white jewelers rouge to the slotted honing-wheel (*see photograph 6*). This will load the surface of the wheel with rouge.

The wheel should be lightly coated with the rouge compound (*see photograph 7*).



**5. The kit comes with a block of white jewelers rouge, a cup of conditioning grease (or wax), and silicon carbide grit.**

Always wear safety glasses or goggles when sharpening or operating any grinding equipment. Avoid loose clothing, jewelry or long hair around rotating equipment. Use good judgment when handling sharp tools. Do not test an edge with your finger or thumb. The edge created here will be “razor” sharp.

Judge the angle of the edge and hold the blade to the grinding wheel with light pressure. Pass the edge across the wheel, stopping when the tip of the



**6. Hold the block of white jewelers rouge to the slotted honing-wheel.**



**7. The wheel should be lightly coated with the rouge compound.**



**8. Hold the block of conditioning wax to the grit coated grinding wheel.**

Remove the conditioning wax from the plastic cup. Start the grinder and hold the block of conditioning wax to the grit coated grinding wheel (*see photograph 8*). This will coat the wheel with the conditioning wax (grease) to fill the wheel (*see photograph 9*). The conditioning wax decreases the aggressiveness of the grit and prevents the grinding process from heating the edge or drawing the temper from the blade as it is being sharpened.

This sharpening system requires the blade to be sharpened on the down side of the wheel (*see illustration A*). The blade edge is never turned into the wheel, as you see. The wheel rotates away from the edge, not toward it, for obvious safety reasons.

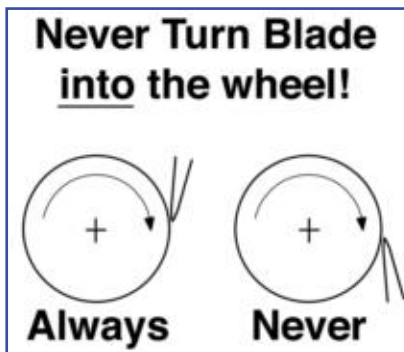


**9. Coat the wheel with the conditioning wax (grease) to fill the wheel.**

knife or edge of the chisel is at the midpoint of the wheel. Three or four passes are made on the grinding wheel, on each side of the blade (for knives) on only the tapered side for chisels and plane irons. This will raise a minute burr on one side of the blade. Pass the blade at the same angle over the honing wheel. Two or three passes on each side of the blade will, in most cases, hone the edge to razor sharpness.

The grinding wheel is used to “shape” the cutting edge and establish the primary sharpness. The honing-wheel is used to “polish” the edge to its ultimate sharpness.

Test the edge with a piece of paper. Test the edge from the base of the blade to the tip. If you find that it is not sharp over its’ length, resharpen the blade. Test



**A. The blade edge is never turned into the wheel.**

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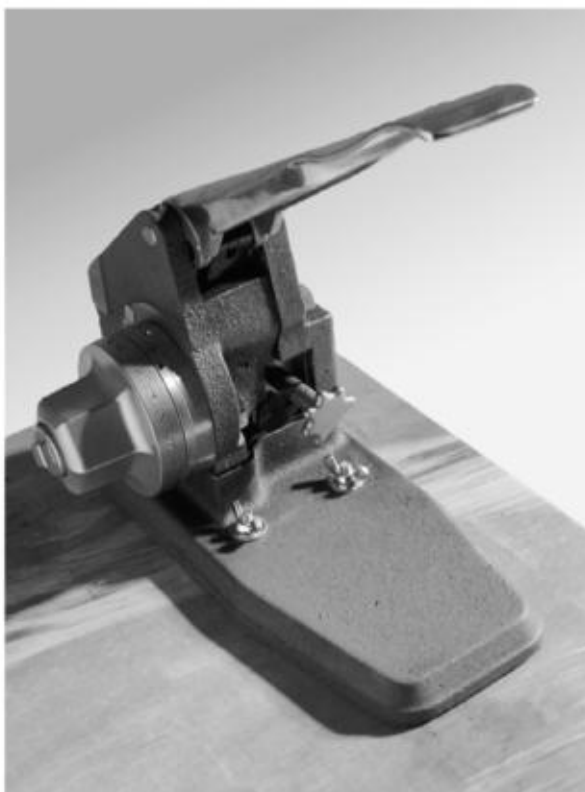
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Circle 350 on Rapid Reply

Continued from page 46

a chisel by slipping it on a piece of paper. It should easily shave a center cut in the paper.


I had a neighbor at the shop a few days ago. I offered to sharpen his pocketknife. I sharpened it, and a few days later, he dropped off a bag of kitchen knives to be sharpened (*see photograph 10*). Then my wife wanted her knives sharpened, and a few more from the mother-in-law. The mother-in-law brought a bag of knives from her hairdresser, and the neighbor sent over a few of his friends, ...and this whole thing is



10. A bag of kitchen knives to be sharpened.

getting out of hand. Hunting season is just around the corner, and I have had requests to do hunting knives and arrow points. This might turn into more than a casual sideline. The world seems to be filled with dull knives.

If you decide to give the "Paper Wheel Sharpening System" a try, don't let anybody know you sharpen knives. I know there are at least two dozen knives in the shop right now, waiting to be sharpened.

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Circle 323 on Rapid Reply

# SERVICING CVR EXIT DEVICES



by  
**Jake  
Jakubowski**

**M**ention a door with a concealed vertical rod (CVR) attached to an exit device and the majority of locksmiths will cringe. This trepidation stems more from a lack of knowledge than reality. If you understand the concept and design - the rest is quite easy.

Concealed vertical rod devices for narrow stile doors are specifically designed to function only on narrow stile aluminum doors. The vertical rod and top latch assemblies are concealed in the vertical door stile on the opening edge, and are usually operated by a surface mounted panic bar, (see figure 1.)

When the exit bar is depressed, the rods are retracted from the header or transom, as well as the bottom rod being retracted from the threshold. When the door closes, a trigger on the top rod mechanism releases the device and the respective rods seat, thus securing the door.

So, just what does it take to service one of these devices? Well, let's take a look.

If you need to remove a concealed vertical rod device, you first need to remove the crossbar or panic bar. The panic bar is secured with surface mounted screws. Once the panic bar is removed, you then must take the door down to remove both the top and bottom vertical locking rods. Yes, for most this will be a two-man operation, especially on an exterior door where wind, rain, snow, or ice can be a factor.

The next step is to remove the top pivot. *Figure 2*, shows the screws being taken out of the frame portion of the pivot.

Next, work the frame portion of the top pivot loose. It has a lip mortised into it that has to be lifted over a corresponding lip in the frame, (see *figure 3*).

Actually, once the screws are removed the pivot can be lifted

off the door portion and the door taken down. I did it this way to illustrate removing the pivot.

With the panic device removed, you can easily see the gear and pinion that operates the rods on this Dor-O-Matic CVR device, (see *figure 4*). Always note the position of the gear and pinion to facilitate reassembly.

With a slight upward lift and by gently pulling forward, the gear can be removed from the door.

In *figure 5*, the top arrow points to the gear. That gear has a slot in the back of it to accept the tailpiece of the rim cylinder. If you look at the 10 o'clock and 2 o'clock positions on either side of that gear, you will notice two screws. Those screws hold the rim cylinder in place.

In *figure 6*, I'm gently removing the "E" clip from the end of the vertical rod. Note that just below my finger are the cylinder

**Continued on page 52**



**1. Concealed vertical rods are usually operated by a surface mounted panic bar.**



**2. Remove the top pivot.**



**3. Work the frame portion of the top pivot loose.**

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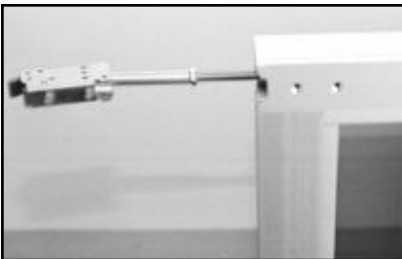
**4. The gear and pinion that operates the rods.**



**5. The top arrow points to the gear.**



**6. Gently removing the "E" clip from the end of the rod.**



**7. The screws hold the rod guide in place and the cutout is for the automatic actuator pin.**



**8. The screws that hold the bottom bolt guide in place.**

retaining screws and the tailpiece hole. The cylinder has not been removed and in the hole you can, if you look closely, the tip of the tailpiece attached to the cylinder.

Whenever possible I try to sell I/C for inclusion in doors with panic hardware on them, especially doors with concealed vertical rods on them. It's just a whole lot simpler when it comes to rekeying time to remove and replace a single core, than it is to have to disassemble and reassemble a device like the one shown above every time a rekey is needed. Also note in *figure 6*, that the clip and washer have been removed from the bottom rod as well.

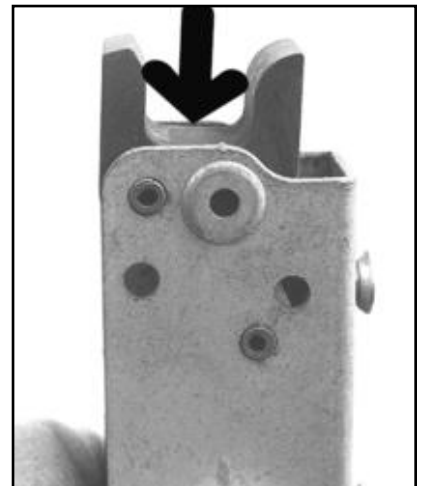
You don't have to take the door down to change or remove the cylinder, but it's easier to rekey with an I/C core, than it is to rekey a door with a device like this without an I/C.

The next step is to remove the vertical rods.

Note the two screw holes on the stile and the cutout on the end of the stile, (see *figure 7*). The screws hold the rod guide in place and the cutout is for the automatic actuator pin to pass through to release the bolts when the door closed. On the end of the rod is the latch.

In *figure 8*, the screws that hold the bottom bolt guide in place are being removed. With the guide out of the way, the bolt can easily be removed from the stile. Remember we took the washer and clip off earlier.

The bottom bolt is passive, that is, it just follows the mechanism. When the pin at the top of the frame comes in contact with the latch actuator - the latch flips to the locked position. That action allows the bottom rod to fall into its keeper in the threshold of the door.



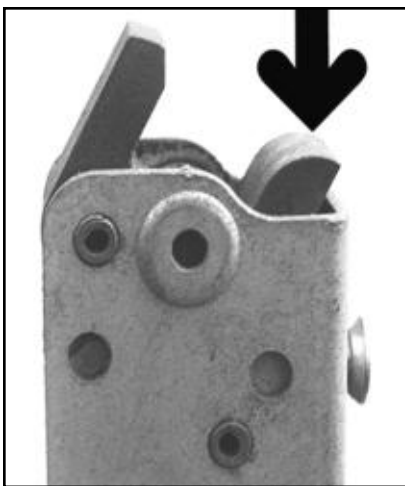
**9. The latch removed.**

A view of the latch removed is shown in the locked position in *figure 9*. *Figure 10*, shows the latch in the unlocked position.

When it comes to putting it all back together, simply reverse the process!

The following are a couple of different panic devices that you are sure to encounter.

*Figure 11*, is of a Panex Device, made by Door International. This is a great device for narrow stile doors since it has an unusual and patented latching mechanism. The harder someone pulls, or pries on the device, the harder it holds. The special latch that this device contains is represented in *figure 12*.



**10. The latch in the unlocked position.**

Figure 13, shows the oversized exit paddle handle on the KABBA/ILCO 3100.

Some panic hardware, although primarily for hollow metal and wood doors, can be used very effectively on medium and wide stile aluminum doors. Figure 14, is a surface vertical rod. Figure 15, is a concealed vertical rod mounted devices.



**11. A Panex Device.**

In figure 16, you can see an ADVANTEX SVR on a pair of aluminum doors. The ADVANTEX can be utilized as a rim device, and as a surface rod device as both a top and bottom, or just top rod only (TRO).

Beauty can possess brawn as well? Take a look at the shielded bottom rods on this device. In figure 17, the arrow points the shields out. This is to my knowledge, the only SRV that has a deadlocking bottom latch.

And, there's much more where these came from, for



**12. The special Panex Device latch.**



**13. The oversized exit paddle handle on the KABBA/ILCO 3100.**

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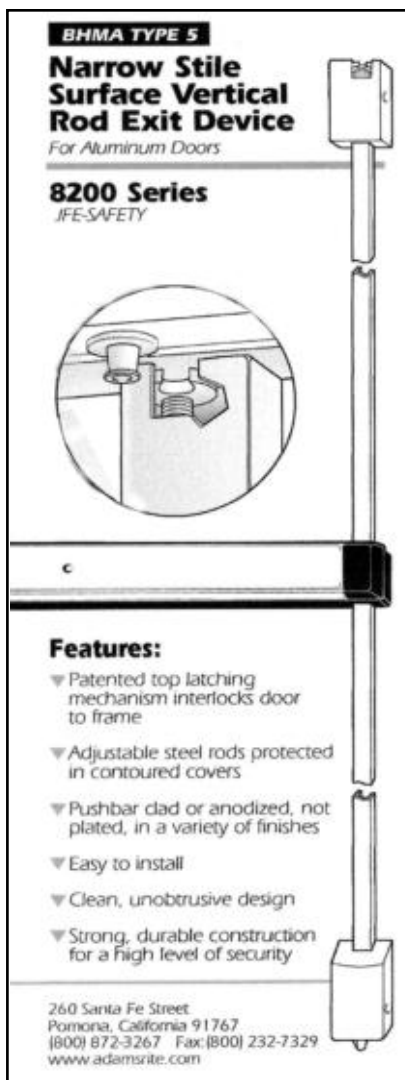
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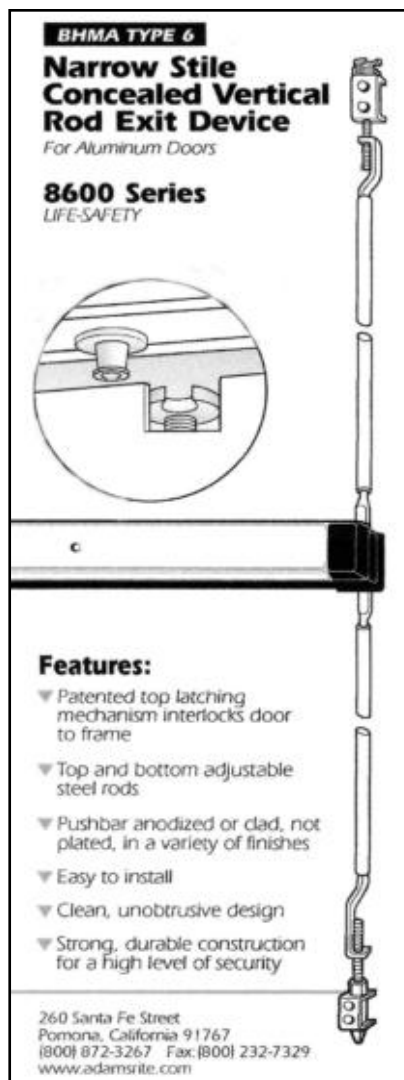


**14. A surface mounted vertical rod device.**

instance, *figure 18* shows a VonDuprin with outside trim.

In spite of my propensity for verbosity, this article only scratches the surface on panic exit devices for aluminum stile doors. This can only be consider the beginning, but for the purposes of this article on panic devices for aluminum stile doors, I think this is enough to - at least - give you an idea of what's available to you. And, once you have it, this article shows you how easily it can be installed.

Exit devices are a staple for many locksmiths in commercial applications. Part of this article has been excerpted from Jake Jakubowski's excellent manual "Aluminum Stile



**15. A concealed vertical rod device.**

Door Service" Repair. It's the only book of its kind. This book is a comprehensive manual that teaches and illustrates virtually every procedure a locksmith needs to know when working on these doors.

With 423 pages and over 750 photos and illustrations, Jake's manual simplifies this often overlooked aspect of locksmithing.

If you would like to purchase the complete book, you will find it in the online store at [www.TheNationalLocksmith.com](http://www.TheNationalLocksmith.com). Or call: 630-837-2044. The cost of this extensive volume is \$199, plus \$8 s/h. It will pay for itself the first time you save hours of time and headaches on such a job. **TNL**



**16. An ADVANTEX SVR, to my knowledge the only SRV with a deadlocking bottom latch.**



**17. The arrow points the shields out.**



**18. A VonDuprin with outside trim.**

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## THE ELECTRONIC MARKET FOR LOCKSMITHS

BY JULI ISOLA

**T**he first and most trusted line of defense against an intruder for a home or business owner is a good set of locks. Now many consumers want to extend that security from the front or back door to the entire perimeter of the home or business. Electronic products provide that added layer of protection.

According to Matt Kopcho, access control specialist for Clark Security, locksmiths are under growing pressure to increase their product offering and provide more electronic solutions.

Unfortunately many of the sophisticated options also require different tools and specialized training and accreditation to install. Locksmiths looking to diversify

their product offering may find that Voice Alert System-6 from Cross Point Industries is the perfect product to add to their line (*see photograph 1*). “Voice Alert definitely fits the bill with its easy installation and wireless technology,” said Kopcho, whose company offers Voice Alert to locksmiths nationwide.

With Voice Alert, savvy locksmiths can offer customers an added layer of perimeter and indoor protection, providing increased value to the customer and profit for the locksmith.

“Many locksmiths simply display Voice Alert in their shops and customers take it home and install it,” said Kopcho. “It’s that simple.”

### FEATURES AND FUNCTIONS

Voice Alert combines wireless and digital voice recording technology to provide a flexible and cost-effective notification system for homes and businesses. Simply put, the system detects movement using remote sensors, sends a wireless signal to a speaker and plays a user-recorded message. The system consists of two components, the sensor/transmitters (*see photograph 2*) and receiver/speaker (*see photograph 3*).



1. The Voice Alert System-6 from Cross Point Industries.



2. The Voice Alert sensor/transmitters.



### 3. The Voice Alert receiver/speaker.

The sensors use passive infrared technology to sense activity in a monitored area and detect movement by registering a change from the background temperature. Once movement is detected, the sensors transmit a wireless signal to the Voice Alert receiver/speaker to notify the unit that movement has been detected. The sensor/transmitters can be used indoors

and outdoors with a wireless range of up to 1,000 feet in open space or 300 feet through walls.

When the receiver/speaker receives the wireless signal from the sensor it plays a user-recorded voice message.

Other features of this system include multiple "C" relays, audio line output, and hard contacts. These features allow installers or users to connect to other devices in the home or office.

Using the multiple "C" relays, Voice Alert can trigger a light or home automation system. *"Some users would like a light to come on when someone is by the front or back door giving a homeowner the ability to see what's going on,"*

explained Phil Kessler, Cross Point Industries' CEO. *"The light also works as a deterrent to potential burglars or pranksters."*

With the audio line output, installers can connect the Voice Alert speaker to an amplifier, public address system or commercial paging system. By connecting Voice Alert to these other devices, users can alert trespassers that they are being monitored or notify a whole warehouse when there is activity on the loading dock.

Users can even use the sensors with a hard contact to detect when a door or window has opened or closed. In this instance, instead of using infrared to detect activity, the hard contact would trigger when the door or window is opened and send a signal via the sensor to the Voice Alert receiver.

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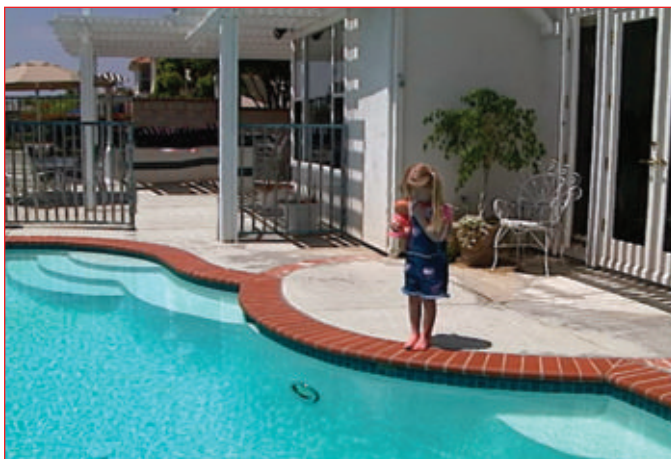
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## APPLICATIONS

The receiver/speaker has six zones and each sensor is assigned a zone. Multiple sensors can trigger a single zone as long as the user wants the same message to play. For example, a homeowner with a U-shaped driveway may want a sensor at both ends of the driveway. Both of the sensors could then trigger a single zone with the message "Someone is in the driveway." Another example might be a warehouse with several entry points. Multiple sensors could trigger a single zone with the message "Someone is in the warehouse."

*"We don't have pre-set messages, recordings or tones," explained Kessler. "This allows the user to program the receiver/speaker to announce where the activity is taking place. For example, a homeowner may want to monitor activity by the backyard swimming pool. So the homeowner could record 'Someone's by the pool.'" (See photograph 4.)*



**4. A homeowner may want to monitor activity by the backyard swimming pool.**

Sensors can also trigger multiple receivers. For example, in a small office an office manager may not always want to sit out in the lobby to greet visitors. She can place a Voice Alert sensor at the front door and have it trigger two receiver/speakers, one in the lobby and one in the manager's

office. The Voice Alert in the lobby could welcome the visitor with a message such as "Welcome to ABC Corporation. Some one will be right with you." The same sensor could also trigger the receiver/speaker in the manager's office and play a message such as "Someone is in the lobby." This application may sound complex, but it's really quite simple to set-up thanks to the wireless technology.

## SET-UP AND USE

One of the main benefits to Voice Alert System-6 is its easy set-up and operation. A user or installer simply picks up to six different areas that need monitoring. In a home that may include the front door, driveway, back door, garden shed, garage, pool, stairway, kitchen or any other area of the home that may potentially have dangers (see photograph 5). In a business application, monitored areas may include front door, back door, loading dock, service counter, store blind spots, or other security sensitive areas.

Then the user records a message for each of the six zones on the receiver/speaker. Each zone will have it's own individual message to alert the user when activity takes place.

Next the user programs a sensor/ transmitter to trigger one of the six zones. To program a sensor, the user simply removes the sensor's cover and sets the sensor's dipswitches to a unique code. The user then activates the sensor by moving his hand in front of the sensor's lens and presses the zone button on the

receiver/speaker that corresponds to the appropriate message. It's that simple.

Any sensor set to the same dipswitch code will activate that corresponding zone and play the recorded message.

Then the user mounts the sensor in the appropriate area at a height of approximately 7½ feet above the ground to provide the optimum coverage of the area.

Voice Alert sensors will begin sensing activity in the area immediately and sending signals to the receiver.



**5. In a home Voice Alert can monitor 6 zones such as the front door, driveway, back door, garden shed, garage, pool, stairway, and kitchen.**

## A SIMPLE SOLUTION

The simplicity of Voice Alert's set-up and use offers locksmiths a great opportunity to add an electronic solution to their product line. Even though the system doesn't require any special training or tools, locksmith's can easily create an added layer of electronic protection for homes and businesses.


*For more information contact:*

**Cross Point Industries**

2240 Encinitas Blvd., Suite D  
Encinitas, CA 92024

Phone: (760) 633-3737

Fax: (858) 756-7696

*About the author: Juli Isola is marketing communications manager for Cross Point Industries. She has more than a decade of experience working with manufacturers in the security industry and has written several articles for national security trade publications. *

**INTRODUCING THE...**

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**MVP System Software and Updates are INCLUDED!**

When a new MVP System software is available - just download it from the internet and you're ready to go. MVP System software now includes Acura & CAN, Audi, Cad Catera, Chrysler, Chrysler CAN, Chrysler Remotes & Ford USA, Ford CAN, Lexus, Lincoln, Mercury, Mitsubishi, Nissan, Toyota & VW.

Simple to use, look up the Year, Make & Model in the MVP User's Manual, cut your key and then plug into the car's computer port (OBD). Program the key into the car and then 1 Key Token is deducted from your total. Key Tokens cost the same for a Honda or Ford or a Lexus.

Easy to use transponder key programmer from Advanced Diagnostics, the leader in Locksmith diagnostic equipment. Now with a solution for key programming that any locksmith can now afford to get.

The key programming market is exploding in the automotive industry and even the dealers can't keep up. Become a part of this profitable situation.

The MVP System is sold through MVP Locksmith distributors, no direct sales.



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94080

Circle 351 on Rapid Reply

# MBA USA's DR. RXO Troubleshooter

by Richard Allen Dickey



The X-07 electronic safe lock was first introduced in 1989 by the Mas-Hamilton Group. The Mas-Hamilton Group has since been sold, first to the Ilco Unican Group and is now owned and operated by the Kaba Group, restructuring under the Kaba Mas product name. The original X-07 was specifically designed to meet the Federal Specification FF-L-2740 that had been modified in 1989. The idea was to create a new level of security for locks used on General Services Administration (GSA) containers.

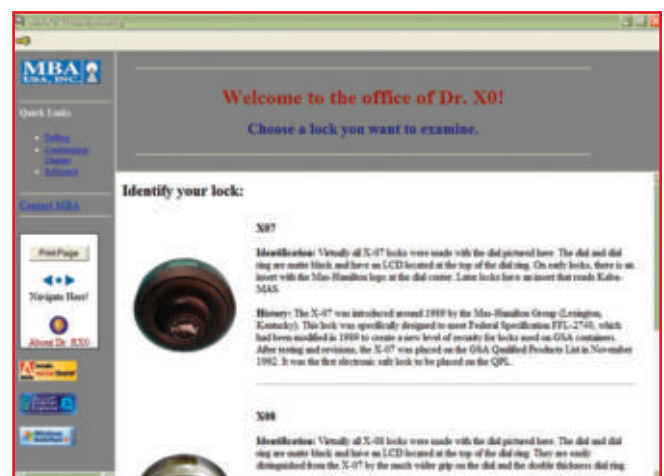
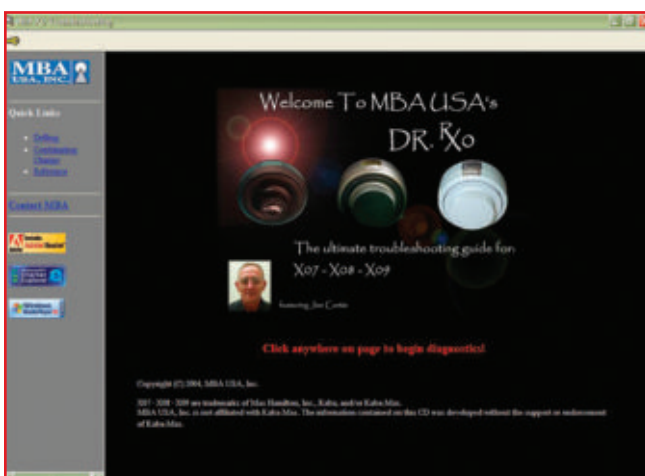
The Department of Defense as well as many other agencies are required to comply with GSA requirements, so it was assured there would be a market for this new product. In late 1992 the X-07 was placed on the GSA Qualified Products List. It was the first electronic lock ever approved by GSA.

I remember that many did not like the change when they were first exposed to this new electronic marvel. Although the dialing sequence is left-right-left, there

are still does and don'ts when dialing. Frustration was high at first and then gradually faded as the proper method of powering and dialing was understood.

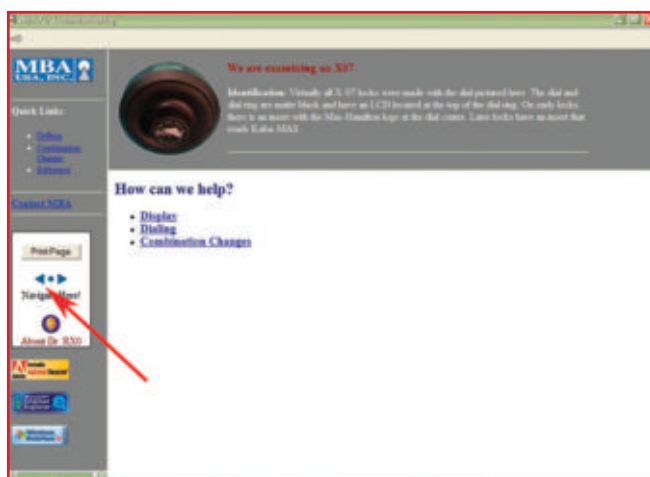
The second generation of the X-07 product was developed and renamed the X-08, which was added to the GSA listing in early 1999. At that time the production of the X-07 was halted. The dialing sequence of the X-08 was not the standard left-right-left. It required turning left to power the lock and turning right to enter

**Continued on page 63**

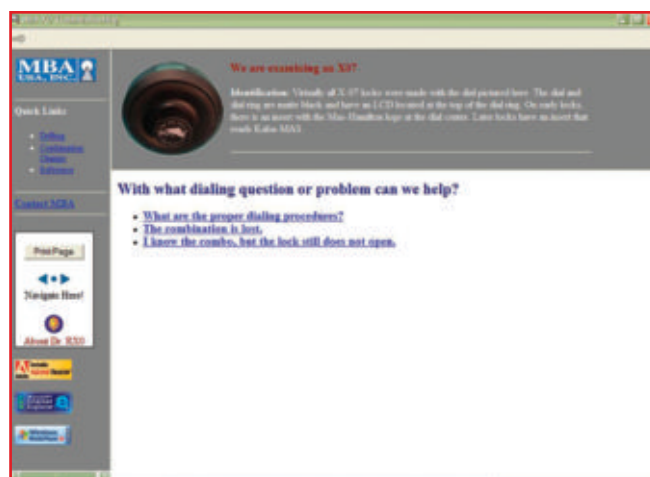


**1. When you first start the program you are greeted. From here you are provided shortcuts to specific sections from the upper left part of the window.**

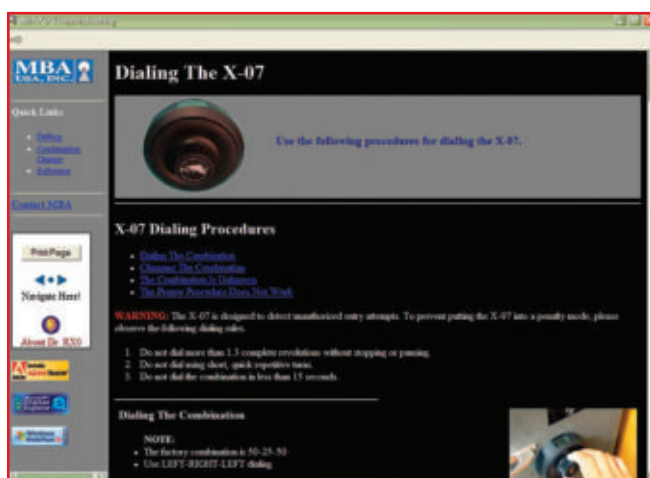
**2. Once past the introduction window, a brief description of each lock and its history is provided. Simply click on the lock you want help with.**



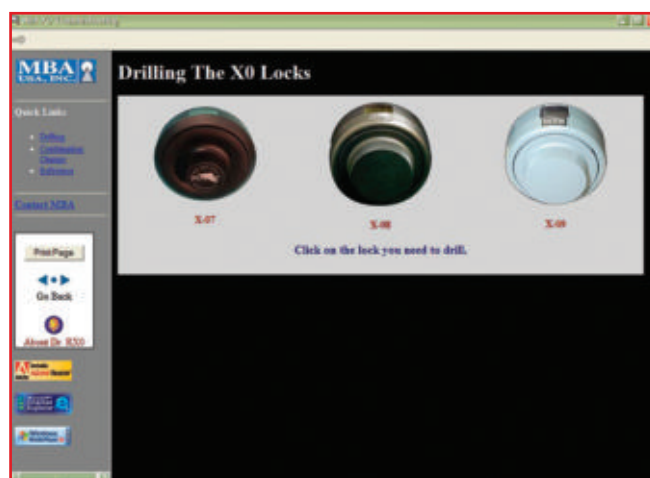
**3. Three options are available from this window. I clicked dialing. There is a back arrow that will allow you to move backwards one page at a time if needed.**



**4. Three options are available under the topic "Dialing".**



**5. The window that displays dialing procedures is very complete.**



**6. When drilling is required, there is a separate procedure for each lock. Just click the one you want.**

the combination. Because of this, nobody liked the darn thing. It was an unwanted change to an established system.

The X-08 was eventually redesigned and renamed, and the X-09 made the GSA listing in mid 2002. At that time the production of the X-08 was halted. The X-09 returned to the familiar left-right-left dialing sequence that had been the standard since before our time. The dial and dial ring is identical to the X-08 except for its gray color. This was a smart move by the designers to easily distinguish between the two products. Unless a problem is found in the X-09, I would expect it to be around for quite some time.

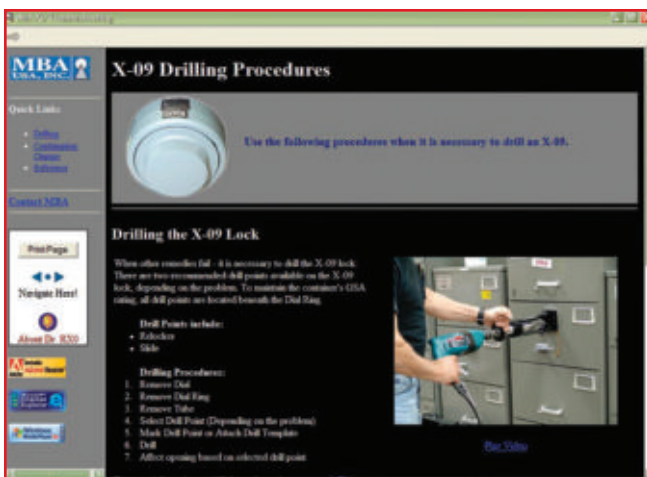
Now that there are three different X0 electronic lock versions

installed on security containers in government offices all over the country, you are sure to eventually encounter one if not all three. Each one features a different design as well as a different procedure for opening. What is one to do in this nest of turmoil should you encounter a problem? The answer is the MBA USA's DR. RX0 Troubleshooter software. Much of the information contained in the program was contributed by Joe Cortie, a past head instructor for Mas-Hamilton on their X0 product line. The X0-Troubleshooter is designed to walk the novice as well as the expert through all of the ins and outs of the entire X0 line.

When I talked with Mark Bates in September of 2004, he

said he was almost complete with a great new troubleshooting program for the X0 line of locks. As it turns out, he was right. This is a great troubleshooting program that covers every possible problem the experts at MBA USA could come up with. Let me show you just a sample of the good stuff.

MBA USA's DR. RX0 program comes on a CD-ROM and uses almost no hard drive space to install and operate. It starts with an introductory window that asks you to click anywhere to begin (see photograph 1). After clicking anywhere, you are taken to a window that is intended to help you identify which X0 lock you are dealing with (see photograph 2). There is a picture of the front of



**7. Procedures are given along with specific drill points. There is even a video that shows the steps to remove the dial and dial ring.**

the X-07, X-08 and X-09 along with a brief history and description of each lock.

Once you are sure which lock you are working with, you simply click on the picture of that specific lock. This takes you to the next page that asks what you need help with (*see photograph 3*). In this case there are three options.



## Other Resources & Information

### Locks

- [Federal Specification Locks, Combination](#)
- [Amendment to Federal Specification Locks, Combination](#)
- [Federal Specification Lock Extension \(Pedestrian Door, Deadbolt\)](#)
- [Federal Specification Lock Extension \(Pedestrian Door, Deadbolt\)](#)

### Containers

- [Department Of Defense - Physical Security Equipment Guide](#)
- [Federal Specification Modular Vault Systems](#)
- [Federal Specification Cabinet, Security, Weapons Storage](#)
- [Federal Specification Door, Vault, Security](#)
- [Amendment to Federal Specification Door, Vault, Security](#)
- [Filing Cabinet, Legal and Letter Size, Uninsulated, Security](#)
- [Federal Specification Filing Cabinet, Legal and Letter Size, Uninsulated, Security](#)
- [Federal Specification Filing Cabinet, Legal and Letter Size, Uninsulated, Security](#)
- [Federal Specification Filing Cabinet, Security, Maps and Plans, General Filing, and Storage](#)
- [Federal Specification Filing Cabinet, Security, Maps and Plans, General Filing Storage](#)

### Other Pertinent Information

- [Information Security Program](#)

**8. A list of documents that pertain to Government security containers and locks is provided on the CD-ROM. Click the topic you want and the document appears.**

Display, dialing, and combination change.

By clicking on the topic you are interested in, you are taken to a new page. If you click the wrong thing, you are always able to use the back arrow to get back to where you were.


Just for fun I picked "Dialing" as a desired topic. There are three different options in the dialing window (*see photograph 4*). The first being, "What is the proper dialing procedure". As you scroll down the page that describes the proper dialing procedure, every type of dialing is covered (*see photograph 5*). This includes simply dialing a combination or dialing when changing the combination for the three different modes of operation for the lock.

You want to know about drilling? Well, drilling is in here too! You can choose drilling procedures for the X-07, X-08 or X-09 locks (*see photograph 6*). I chose the X-09 to see what the inside looked like (*see photograph 7*). For the X-09 there are two acceptable drilling points. Both are under the dial to maintain the containers GSA rating.

A view of the backside of the lock showing the drill points is seen when you scroll down the page. If you don't feel comfort-

able drilling a lock until you have seen it done at least once, that's not a problem either. You can click on the play video button and watch the procedure for drilling and removing the dial and dial ring. Drilling through the container and into the lock is not shown, but is the same as any other safe lock.

I like the way Mark has designed the layout for this program. It is extremely easy to use. After entering the access code when the program is started for the first time, you never have to use the keyboard again. Everything is point and click. He has even included 15 government manuals on the CD-ROM that pertain to GSA requirements (*see photograph 8*). The X0-Troubleshooter is a very useful addition to anyone's reference library.

For more information about the MBA USA, Inc. 101 Edgewood Plaza Dr. Nicholasville, KY 40356. Their sales number is 888-622-5495 and their tech support number is 859-887-0496. For those that prefer the computer, you can e-mail them at [mbatools@aol.com](mailto:mbatools@aol.com) or visit their web site at [www.mbausa.com](http://www.mbausa.com). Circle 382 on Rapid Reply. 

# Which HPC Key Machine is right for you?

**Do you want to  
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*1st in  
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**Trace-A-Key®**



*Semi-Automatic  
Powerhouse*

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Speedex®**



*Manual  
Workhorse*

**Premier  
Speedex®**



*Lightweight  
Convenience*

**Mini  
Speedex®**



*Fits in  
Your Toolbox*

**Drill Mill**

U.S. Patent No. 6,003,164

**Do you want to  
cut by CODE?**

*Touch Screen  
Simplicity*



**Blue SHARK™**



*The Original  
Computerized  
Code Machine*

**CodeMax®**

*"Standard of  
the Industry"*



**Original Blitz™**

U.S. Patent Nos.  
4,117,763  
4,090,303  
4,012,991



*All-Inclusive*

**The Punch Machine™**

U.S. Patent No. 5,054,350

*Cuts by Code  
and Duplicates*



**Switch Blitz™**

Patent Pending

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TUBULAR KEYS?**

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**Tubular  
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*For the Most  
Popular Keys*

**Econo  
Tubular  
Duplicut™**

*Portable  
Accuracy*



**Pocket  
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*Add Muscle to Your  
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or, Blue SHARK™*



**Tubular  
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Fax: 847.671.6343  
[www.hpcworld.com](http://www.hpcworld.com)

**S**oftware products for the locksmith industry are playing a bigger and bigger role in how we do business with each passing year. It's an almost necessity for any business to remain viable, efficient, and competitive. Aside from all that, computer software can make some tasks so much easier, precise, and timely.

The following manufacturers product offerings is just a sample of what's currently available.

### Blackhawk Codes Online



Blackhawk's online software is the easiest way to keep up to date, because you never need to update. The programs are extremely economical, because you don't have to buy them. Run



**Blackhawk Codes Online.**

them on any browser or use COL and FOL on your web-enabled cell phone.

*Codes On Line: \$49 per year*

*KBX On Line: \$20 per year*

*FILL On Line: \$25 per year*

### DALAX, Inc. Lock Hardware Cross Reference



Version 3.0 features close to 75 manufacturers with



**DALAX, Inc. Lock Hardware Cross Reference.**

# COMPUTER SOFTWARE

**Locksmith software, products and resources.**

over 35,000 records of information for locks, panic devices, cylinders and other lock hardware products. A comprehensive cross-reference for institutional and commercial keys is included along with the primary aftermarket manufacturers.

### Desktop Dispatcher

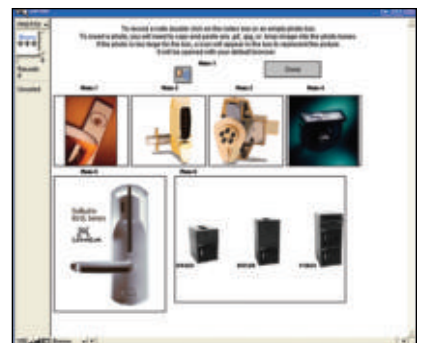


The importance of any piece of software is relative to how often you use it. This is why



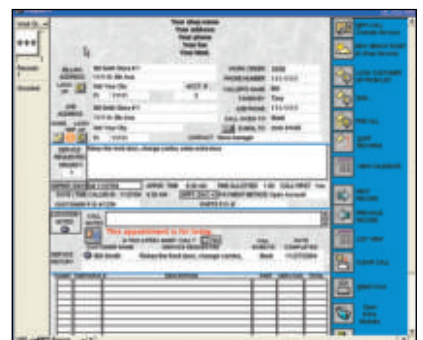
**Desktop Dispatcher photo 1.**

many of our customers say that The Desktop Dispatcher is worth its weight in gold. Think about this: Any one program, that can keep track of all your service



**Desktop Dispatcher photo 2.**

calls, your customer information (key codes, combos, photos), appointments, service histories, inventories, and invoices, will be used every day all day. The



**Desktop Dispatcher photo 3.**

Desktop Dispatcher does all this and more for a price that's hard to beat.

The price ranges from just \$250.00 to \$500.00 fully loaded. The basic program costs \$250.00 and does everything but manage your inventory and build invoices. These, extra modules, can be added at any time for \$125.00 each.

## DLA's Computer Software



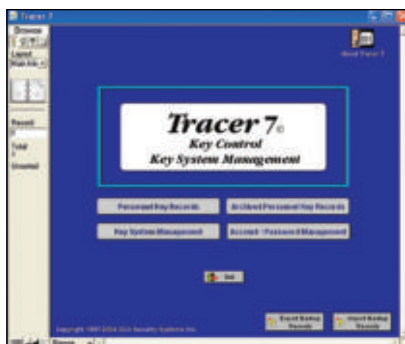
### • DLA's Tracer 7 Key Control Software/Key System Management:

#### Management:

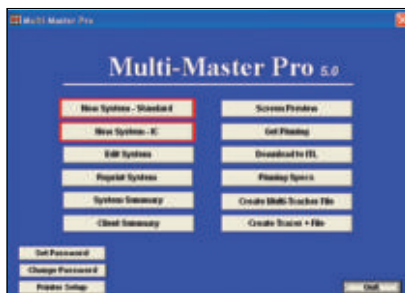
Tracer 7 is designed to manage your personnel key records and your master key system in one easy-to-use program.

With Tracer 7 you know who has what keys, what they open, when they were issued and returned.

### • DLA's Multi-Master Pro Master Keying Software:



**DLA Key Control / Key System Management.**



**DLA Master Keying.**

Easily generate master key systems for both standard and IC cylinders in one easy-to-use program.

Features primary charts and



**DLA Master Key System Management.**

pinning charts, on-screen system preview, adjustable KBA and SOP, print out only the pages you need.

### • DLA's Multi-Tracker Pro Master Key System Management:

Designed for the locksmith with many master key systems installed who needs a way to manage those systems.

Easily create a database for each key system.

Track door location/type, hardware, finish, cylinders. Set up and maintain door maintenance schedules.



# Framon #2D

Includes FREE Genericode Me!

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For more information, contact Framon Manufacturing Company at:

909 Washington Ave, Alpena, MI 49707

E-mail [sales@framon.com](mailto:sales@framon.com)

Phone: 989-354-5623

Website: [www.framon.com](http://www.framon.com)



## Framon Code Software



### • **Genericode Me:**

Framon's Genericode Me (formerly known as Computext™) is a complete locksmith code database. In addition to looking up codes, you can also search by



**Framon Genericode Me.**

key blank, lock manufacturer, and enter partial cuts to find a bitting. Framon also offers a trade in program for users of competing software. Part #GCODEME

### • **Framon TMK Plus:**

TMK Plus for Windows 2000 & XP is now available through your authorized Framon distributor. TMK Plus makes generating masterkey systems a breeze. Let the program design a system for you, or change it to your liking. TMK Plus also



**Framon TMK Plus.**

checks the KBA for possible problems. Pinning charts and several other printouts are all available once a system is designed. Part #F2MS855C

### • **Framon's Depth & Space Manual On Disk Version 4:**

Framon code machine owners will appreciate our new Depth & Space Manual on Disk. Based on



**Framon Depth & Space Version 4.**

our Genericode Me interface, the program allows you to look up and print out depth & space charts. D & S on Disk also includes an industry database where users can look up company information for schools, manufacturers, and distributors. Part #F2MS875C

## HPC Locksmith Software

### • **HPC Interactive Car**



#### **Opening Authority®:**

The Interactive Car Opening Authority® is a computerized vehicle opening reference that serves as an educational aid and opening index. It clearly depicts and explains the different techniques



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**HPC Interactive Car Opening Authority® Product #:** COA-CD  
**Price:** \$163.00

### • **HPC CodeSource® for Palm or Pocket PCs:**

Search through millions of codes from the complete code database (vehicles, padlocks, and lockshop codes) using the latest

computing technology. Search for codes by manufacturer, application, DSD, as well as partial bitting. Carry your entire code library in the palm of your hand. Other CodeSource® versions for your PC are available with additional features like code card printing and custom codes.

**CodeSource® for Palm Product**



**HPC Codesource®.**

**#:** CS-PALM **Price:** \$450.00

**CodeSource® for Pocket PC Product #:** CS-POCKET **Price:** \$450.00

**CodeSource® Plus for your PC Product #:** CS-CD **Price:** \$695.00

### • **HPC MasterKing®/How to Create Master Key Systems Combo:**

Before you can offer master key systems, you need to understand the fundamentals of master keying. HPC's program *How to Create Master Key Systems* will teach you everything you need to know.

Creating a master key system on paper is a time-consuming process, and costly mistakes are easy to make. Once you understand the principles of master keying, use HPC's



**HPC MasterKing®.**

MasterKing® program to create superior master key systems quickly and error-free. HPC's Master Keying Combo Pack

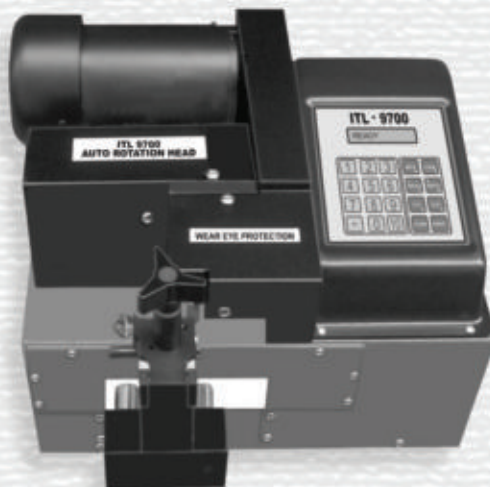
**Continued on page 70**

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- ◆ Cuts Medeco™ High Security keys with angled cuts.

The ITL 9000 was built by locksmiths — we know what you wanted so we built it. When a new lock comes out you add the space and depths immediately. No Mechanical adjustments. All sealed and prelubricated bearings.



## ITL 950C Computer Code Machine

- ◆ Windows™ interface for built in Masterkey system printing and saving.
- ◆ Domestic car codes included.
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- ◆ One cutter emulates all flat widths.
- ◆ Four line display with menus RS232 communication port.
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- ◆ Over 500 manufacturers depths and spaces built in.
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**Continued from page 68**  
provides all the information and resources for you to become a master keying specialist.

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*MasterKing®/How To Create Master Key Systems Combo*

*Product #: MKHT-CD Price: \$374.00*

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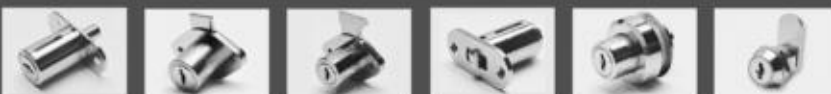
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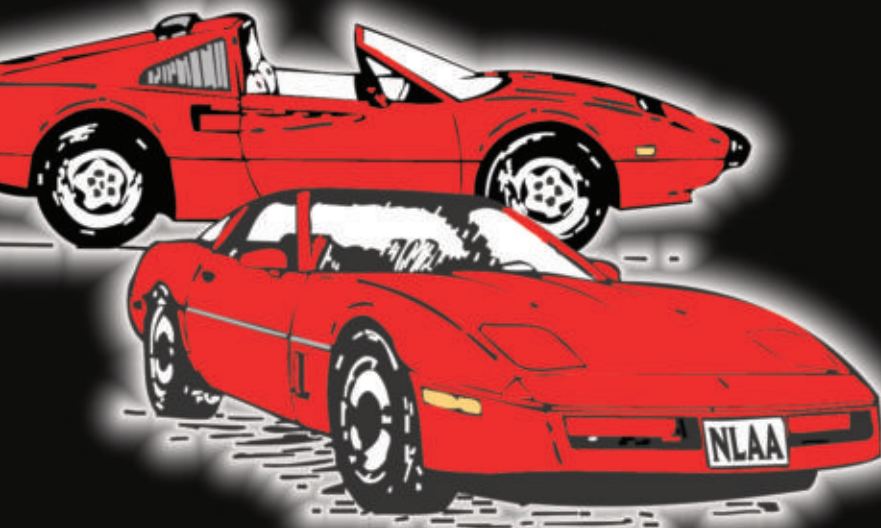
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Signature (required) \_\_\_\_\_

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# THE Lighter SIDE



## The Key To The Problem

**“W**hat year model is the vehicle?” I asked the customer.

He took off his hat and scratched his head. “You know, I’m not sure. I know it’s a General Motors. We bought a couple of ‘em for the ranch, but I don’t have a clue about the year. Do you think you can make a key for it?”

“I’m pretty sure we can,” I said as I carefully scrutinized the ignition switch he’d brought into the store. It was pretty banged up and dirty. “I’m afraid you’ll have to pick it up later this afternoon, though. We’ve got two or three jobs already lined up, before we can get to this.”

“That’s fine by me. I’ll be tickled pink just to get a key for it, period. I’ve about tried everything, and nothing I’ve done has worked, so far.” He smiled weakly and shuffled out the door.

The day sped by, as busy ones often do, and when the man returned, nobody had gotten to it, yet. I apologized to the man and assured him we’d get right to it, and Don came from the back room to see if he could help the man.

There was a code number on the switch, so Don proceeded to look it up in our cross-reference information. Then he

was the one to be scratching his head.

“This can’t be right,” he muttered. “According to my code information, this should be a door lock, not an ignition switch,” he said to the customer.

“Naw, it’s the ignition, all right. I took it out, myself.”

Don shook his head in puzzlement as he pulled a secondary key on the key board and slipped it easily into the keyway. Then his frown suddenly turned to a big smile.

“Is this by any chance a fleet vehicle?” he asked.

“I don’t think I know what that is,” the customer admitted, so Don explained.

“Sometimes large companies will buy several vehicles at one time with the understanding that they’ll operate with the same key in the doors and the ignitions, instead of having each one different.”

“Why would they want that?”

“So all their drivers have the same keys for all the vehicles, instead of everybody having keys to just one vehicle. It saves time of having to match up keys with vehicles. Who did you buy your truck from?”

“Actually, we bought a couple of trucks from Joe Manson, but I think he bought

‘em from Coca Cola. He and his hired hand drove ‘em over to my place, but they forgot to leave us a key to the ignition. That’s why I came to you.”

“Did he give you a door key?”

“Yep. I got it right here.” He fished the key from his pocket and handed it to Don. Don took the key from him, inserted it into the ignition, and turned it, while the astonished customer watched.

“One ignition key,” he said, handing the switch to him, “no charge.”

The man took the ignition and began to turn the key back and forth. Then he pulled it out and reinserted it, turning it again. “You mean I had the key in my pocket all the time, and didn’t know it? Well, I’ll be,” he muttered. “Who woulda believed it?” Suddenly, he jerked, and his mouth fell open, as if somebody had slapped him.

“Don’t you tell my buddy, out there in the pick-up about this. He’ll have me hog-tied, for sure. You don’t know how many days he’s spent on this thing. He’s been trying every key in the place and borrowing a few from neighbors, trying to find one that would go in that switch. He and our hired hand even took the steering wheel apart, trying to see what was

wrong, but they could find nothing. He was going to tow the truck in here, but it locked up and wouldn't follow. If he ever finds out I had the key in my pocket all along, he'll kill me for sure."

"We won't tell, if you don't," Don assured him, struggling to keep from laughing in the face of the poor man's misery.

Hearing all this from my adjacent office, I couldn't help thinking about a call that had come in one recent evening after I'd closed the store for the evening and gone home. Don was out on a service call when a lady called from an area veterinary clinic, just outside of town. She sounded desperate, having exhausted all other possibilities for getting into her car, and being urged out the door of the clinic by the last employee, impatient to lock up and go home herself. I told her Don was on another call, but should be coming home soon, and I'd be happy to have him call her as soon as he arrived so she'd know he was on his way.

"There's no use in his trying to call. They're fixing to lock up here, so my friend and I will just wait outside by my car. Just tell him to come as soon as he can."

I gave her a price (something we always do, so there's no question about it after the fact) and assured her Don would be there shortly.

It was beginning to grow dark when Don arrived on the scene a few minutes later. While he opened the vehicle, the women were counting out their combined money for the bill.

"I can't believe I did this," the car owner wailed. "I never go anywhere without my purse, but I guess I was in a hurry and left my keys in the ignition. I didn't even think about them, until I tried to get in later."

When he got the door open, Don handed the lady a free-key card (one of our little public-relations freebies that gets the customer to come by our store and see what else we have to offer).

"You may want to consider carrying a spare door key in your billfold for emergencies," he suggested.

The lady's companion was staring at Don blankly. Her mouth had opened slightly and then snapped shut. Reaching for the car owner's purse, she opened a back pocket and extracted an automotive door key.

"I'd forgotten all about this, until he mentioned an extra key for emergencies. Remember, a couple of months ago, when I took your car to fill it up, and you handed me your purse, saying to use your money to pay for the gas? I never told you I locked up the keys and had to call a locksmith. I took the free-key card he gave me and ran by his store to have a spare made. Then I put it in your purse. I just forgot to tell you."

"I'm not believing this!" the car owner said. "You mean I've had this key in my purse, all along?"

"I hated to charge them for the call," Don said later, when he was telling me about it. "I couldn't tell if they were laughing or crying, as they drove away."

"I know how you must have felt, but the mistake wasn't your fault. After all, you did make the service call, and you did open the car for them."

"That's right. At times like these, I have to remind myself of something a friend of ours used to say: 'If you think an education is expensive, just wait until you see the price tag on ignorance!'" **TRM**

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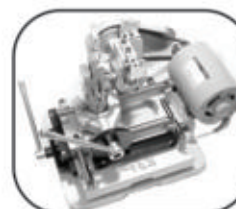
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# TRITON ATM



by Dale Libby, CMS

**H**ow much trust is too much trust? Well, I certainly had my eyes opened on this Triton ATM cash-vending unit. I do work for an outfit called Flash Cash, which is a ready money vending company that has a lot of locations in the Fox Valley Area. In addition, this company also takes armored ATM units to county fairs and rock concerts so the customers can access cash away from their bank. As a result, I get a lot of work from the owner.

Usually the work I do is at his storage facility with lots of ATMs under one roof, and lots of room and electricity to work with. My last job was to open 9 locked Triton ATM units that were secured with KABA Ilco Auditcon electronic locks. After returning from the Minnesota State Fair, none of the locks would open on the specific combination the cash carrier installed. It was time for SafeBusters to open these units and install new locks.

From the factory, these Triton ATMs have a Sargent & Greenleaf 33E electronic lock installed. These are the locks

that the combination must be entered by means of a keypad, and then the outside ring of the dial must be turned clockwise to withdraw the lock bolt. The dial ring also has two electrical battery contacts for an emergency 9-volt battery to be used if the inside power source is dead or weak.

I removed the Auditcon locks, drilled for the protrusion on the locking lever and the units all opened up easily. There is no hardplate on this unit. There is a 1/8" outer plate and a 3/8" lock mounting plate. I used the templates for precision drilling and location of the bump on the locking lever. Getting the Auditcon dial rings off usually took longer than drilling the lock open. This multiple opening is for another article.

This particular job was something different. I was met by Michael in a restaurant on a Sunday and told that an ATM safe must be opened on Monday morning; the unit rebooted and set to work, and also stocked with \$8,000.00. The unit was located in a large medical facility about 40 miles from my location in Elgin, IL. This was a

fixed location ATM. I asked at what time I would meet him there so he could stock and reprogram the machine. He was leaving for another concert that evening and he could not meet me Monday morning. He wanted me to do the whole job, from opening to programming.

I had him repeat the sequence for stocking the cash and reprogramming the computer in the ATM three times before I felt somewhat confident that I could do it. To seal the deal, he handed me a cash bag with the \$8,000.00 in it; in 4 packs of 20's, each pack had \$2000.00. I told him I might get mugged, but he just looked up at me and shook his head. He was not worried, but I was.

I asked what had happened to the unit in the first place. He stated that the usual person who stocked the ATM had returned to India and had left no return address or contact information or the current combination. The machine was non-operable and the company wanted it fixed right away. I told Michael that I would do it, but it would cost more for the added work. He just stated to keep the clock running and he

would make sure I was taken care of. He did, and I was.

The ATM is shown in *photograph 1*. It was in a small lobby right off the information desk. Luckily it was on the main floor and no stairs were involved. There was an electrical outlet right behind the unit, and I was set to go to work. I used a work cart to hold my tools, the vacuum, and the money.

The front door of the unit is plastic and secured by a National cam lock. This lock opens the front cover door to expose the actual combination lock as seen in *photograph 2*. The lock is mounted Horizontal Right (HR) with the bolt to the right. The T-handle that opens the door is to the right of the combination keypad. I was happy to see that this unit came with an S&G 33E combination lock. I could reuse the channel spindle and would not need to cut a new one. I was

going to replace the existing lock with an identical working 33E combination lock.

Before getting into the opening, I tried four random combinations. None of them worked, of course, or this would be a short article indeed. I removed the keypad and inner boards by peeling them out from the dial ring with a multi-tool. This is the easy way to get to the dial rings screws under the ring. (For a fully descriptive version of the removal see the article "Dave vs. Dale, Dale Wins!" in the Dave McOmie Bread and Butter book available from *The National Locksmith*). This is easier and faster than the other method mentioned by Dave. In *photograph 3*, the bottom dial ring screw has already been removed.

**1. Standard Triton ATM. Front door is secured by a National Cam Lock.**



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When working on these Triton ATMs, it is important to keep these extra long screws for the next installation. These screws do not screw into the outside door-plate, but to the inner mounting plate. If you try to use the factory available screws, you will find that they are too short. On some of the newer 33E locks, you do not install single piece dial ring mounting screws. The new units come with an 8/32" screw and a mounting washer. The screw is too short. The fix is to carry some 3/4" screws (flat head type) in the 8/32" size. These longer screws work perfectly when installing the 33E S&G combination lock.

Next, we install the T7 template from the StrongArm Mini-Rig drilling fixture. This is a new template and works incredibly well. *Photograph 4*, shows the template installed upside down, which is nor-

mal for a Horizontal Right lock. The wires that came from the dial have been cut flat, and the inner channel left installed. The

hole labeled B2 is the correct position to use when installing the drilling rig to the template.

I enjoy using the 1/2" drilled bolt to install the drill rig holding fixture. The 1/2" bolt is drilled for either using a 1/4" or 5/16" StrongArm drill. Attaching the fixture to the template is fast and easy. I use a cut down socket and wrench to secure the fixture to the template (*see photograph 5*).

*Photograph 6* is my trophy shot. The opening handle of the outer door has been turned and the safe is open. When using the Mini-Rig, I only use one screw in the handle. It is easier for me to judge drilling depth. Pulling the door open exposes the inner secrets. There is a lot of empty room in this unit (*see photograph 7*).

The top third is the cash-dispensing unit. The rest is empty with the exception of the loading plate fixture.



**2. Front of security door. S&G 33E is mounted Horizontal Right (HR).**



**3. Remove dial by peeling faceplate and numbers down to the two mounting screws. Remove these extra long screws and save.**



**4. T7 drilling template installed (upside down) for Horizontal Right lock. Location B2 is the correct mounting location. Wires to the dial have been cut.**

The small black box on the inner side of the door is the battery box for the 9-volt alkaline power cell. On this unit one does not have to take the back plate off to service the battery compartment.

Now is the time to discuss the loading of the money cassette. The box is yanked out of the cash-dispensing unit. There is a small window in the side of the box with either a red or green flag showing. If the red flag is showing, then an ACE key is used to turn the flag to green. Before the unit can be opened, it must be placed on the loading fixture which is a small metal plate laying freely in the bottom of the ATM. This fixture has two long wings that must be slid into the bottom of the loading cassette before it can be opened. It shims four locking bolts on the box itself so that the cover can be unfastened.

Two covers are then raised and the money is put into a spring loaded channeled fixture. All the bills must be facing the same way and all evenly stacked. It is like loading printer paper in a printer. The unit is then locked and removed from the fixture and slid back into the cash dispensing mechanism. Easy to do once you have done it. Hard the first time. Now back to the safe opening.

*Photograph 8*, shows the locking configuration. The combination lock bolt fits into a rectangular

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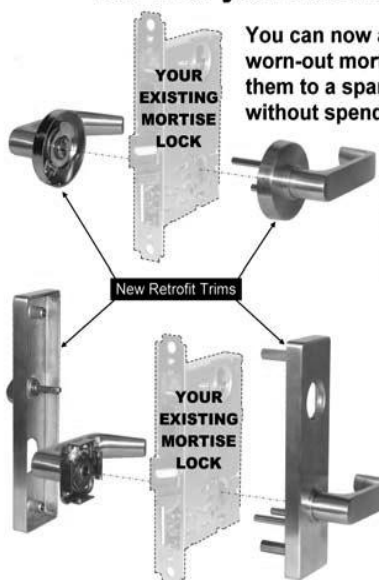
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5. 1/2" through bolt holds drill fixture in place.



6. All too common trophy shot of the StrongArm Mini-Drill Rig. The opening handle has turned. I use only one screw in knob on the drill feed mechanism.

cutout on the opening handle cam. There are four locking bolts, two up and two down. Only the tip of the combination lock bolt secures this unit. This unit is vulnerable to bolt punching, for there are no external relocking devices used on this safe. Just drill 2-1/2" right of the dial ring center and punch with a small punch. The safe will be opened in about 1 minute. There is no real security here with any combination lock used when the bolt can be

*Continued on page 80*

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**7. 9-volt battery box located on inner door panel. Easy to change battery.**



**8. Bolt linkages on locked unit. four vertical bolts, two up and two down secure the door.**

easily punched. It is better to drill under the dial ring so the repairs can be hidden with the new dial ring and dial or keypad.

Another important thing to notice in this and the next picture is the position of the wire for the combination lock and battery. It must be placed under the locking bolts and cams. This must be checked when installing the new lock. One wire is from the dial keypad and actually moves when the dial is turned. The other wire is for the battery. Sticky cable tie fittings and plastic cable ties are a must when installing the S&G 33E combination lock.

When the locking bolt is withdrawn it allows the complicated cams to raise and lower the door securing bolts. In fact, the lever over the top of the combination lock actually touches the lock case when in the open position (see photograph 9). When drilling



**9. Bolt has been withdrawn allowing handle to turn and the bolts moved in. Top of one horizontal linkage bar actually hits the top of the combination lock. Wires are under movable linkages.**

the 33E with a template, you are drilling for the locking solenoid. After this is drilled off, the spindle can be turned to the right and the bolt withdrawn.

Installing the new 33E is not hard, but the directions must be followed so that all washers and dimensions are correct. I usually make use of the old brass cable channel. If it is bent or nicked, then I cut a new one to the proper length, about 3/8-inch longer than the door is thick. Proper

directions are included with the new lock. After doing 9 or 10 of these installations it becomes easy, and if you have a large amount of these ATMs to do, then the spindle channel can be cut in advance and the installations go rather easy.

Take your time when opening these units. The opening is not hard to do. After opening and installing a new lock I had to reprogram,

run an accounting receipt, and reboot the computer system. Not hard again, but the first time is fraught with minor mistakes and errors. The first time it took me about 1/2 hour, but now it would take 5 minutes. The owner gave me a complete set of keys for his machines. They use a 6000B key blank. The regular 6000 Master key will not work in the "B" keyway.

Open those ATMs, take your time, and Prosper. **TNL**

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need to consider quality, appearance, cost, warranty and delivery time. Only sell good safes that you believe in. Your enthusiasm for them will make it easier for you to talk about them.

Little initial stock is needed to start selling safes. If you want to be taken seriously, however, you'll need to have a few on display. Most people want to see and touch a safe

If you're just starting to sell safes, don't stock large, heavy models, because they're expensive, hard to transport, and usually don't sell quickly. Consider stocking floor fire sales and in-floor safes (*see photograph 2*). In some locales, you may also want to stock gun safes. If you're planning to sell to businesses, stock TL-rated floor safes and

# Selling More Safes



by  
Bill Phillips

**Focus on the four P's.**

I spoke with several successful safe dealers and manufacturers to learn the best ways to increase sales. The key to selling more safes is for you and all of your salespersons to focus on the four P's of marketing: products, pricing, promotion, and physical distribution.

■ **Products:** One of the most important marketing decisions you'll make is which safes to stock and recommend. You'll

before buying it—much like when buying a car. Stock multiple sizes of each type of safe. That will make it easier for you to sell the customer up to a more expensive model (*see photograph 1*). "You should stock safes from two manufacturers," says Earl Halls, president of Adesco Safe Company, in Paramount, California, maker of over 100 models. (He didn't suggest who the second manufacturer should be.)

depository safes (*see photograph 3*). Square door safes usually sell faster than round door models.

In addition to choosing which products to sell, you'll need to choose a distributor to buy from. Some distributors have a safe dating program, in which they'll let you stock safes without having to pay for them until you sell them. If your distributor doesn't offer such a program, ask about



**1. The more safes you have on display, the more you can sell.**  
(Courtesy Liberty Lock & Safe.)



**2. In-floor safes offer fire and burglary protection.**  
(Courtesy Adesco Safe Company.)



**3. Businesses often use depository safes.**  
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**Continued from page 86**

stocking them for 90-days before paying, and see if the distributor offers training seminars.

You and your salespersons must become familiar with what you're selling. Study literature about the safes and attend distributor and manufacturer seminars. If you don't know much about your products, potential customers will notice. As a locksmith, you're selling your expertise as well as safes. If price were the only factor, people would buy low-end safes from department stores and home improvement centers, instead of high-quality safes from you. Major manufacturers, like Adesco Safe Company and Gardall Safe Corporation, in Syracuse, New York (maker of over 125 models), regularly offer seminars on installation and sales.

■ **Pricing:** Buy safes at good prices and sell them with a reasonable markup. Don't worry about not having the lowest prices in town. Marketing for peak profits involves adjusting the prices of products to meet the needs of customers and the needs of your company. Adjustments in prices means adjustments in the customer's perception of prices. Prices should be based on perceived value. Many customers will choose a more expensive product because they believe in the adage, "you get what you pay for."

Some customers always refuse to pay the sticker price; they feel better if they dicker the price down. You need to price your safes so that all types of

customers will feel they're getting a good deal. One way to do that is to price most items with a little room for negotiation. Gordon Little, president of Gordon Safe and Lock, in Houston, Texas, which has been in business since 1977, says: *"I will negotiate slightly. I'll give a 2% discount for cash payments."* All of his salespersons have the authority to negotiate up to a 5% discount.



**4. Safes should be placed so they will be seen whenever customers come into your shop. (Courtesy Liberty Lock & Safe.)**

Be careful about lowering your prices, however. Every attempt should be made to sell the safe at sticker price. If the customer objects, point out the safe's benefits and features. Keep in mind that you're selling a specialty product that will protect the valuables and keepsakes of a family or business. Make it clear that you're selling a high quality product. Joe Esposito, owner of Liberty Lock & Safe in Las Vegas, Nevada, which stocks about 500 safes, emphasizes the importance of quality by displaying a cheap fire safe that had been broken into.

■ **Promotion:** The quality of your promotional efforts has a lot to do with how much money

a customer will be willing to pay for your safes. Promotion is mainly in the form of imaging and advertising. To design an effective imaging plan, you need to consider everything your customers see, hear, and smell during and after the selling process. Pay close attention to detail.

Your showroom needs to be pleasant for customers to be in. The safes should be displayed where they can be readily seen and touched, but not where customers will trip over them. Your customers should have to walk by safes whenever they come into your store (**see photograph 4**). The display area should have good lighting, be clean (don't let dust build on the safes), and be at a comfortable room temperature. Use racks and elevated platforms so that customers don't have to bend down to touch your smaller safes (**see photograph 5**).

Use plenty of manufacturers posters, window decals and brochures in the display area. Such materials help educate the customer about your safes. Some safe manufacturers offer display materials. Gardall Safe Corporation, for instance, provides a carpeted display stand, a wall poster, a 6' x 2' banner and promotional literature.

In addition to placing promotional literature near the safes, include a product label at each safe. The label should include the following information: safe brand, rating, special features, warranty, regular price, sale price (if any), and delivery and installation cost. That information will help you better describe the product to customers.

A lot of locksmith shops have a website. It can help you make direct sales, as well as promote all of your products and services. You can even include a map to make it easier for customers to find you. The key to having a successful website is to get an easily remembered domain name. If it isn't already being used on the Internet, you can use your shop name. To find out if a domain name is in use go to [www.networksolutions.com](http://www.networksolutions.com).

After getting a domain name, you can use one of the many website creation programs to make your website, or you can hire someone to do it. Expect to pay about \$500–\$1000 for someone to make a basic website. To get ideas for creating one, go to an Internet search engine, such as [www.hotbot.com](http://www.hotbot.com), or [www.google.com](http://www.google.com) and enter “lock and safe” or “safe and lock.” You'll find lots of locksmiths' websites. Adesco Safe Company includes website creation information on its website at: [www.adesco.com](http://www.adesco.com) (under “Dealer Info”). Once you have a website you'll need to promote it by including your web address on your letterhead, business cards, service vans, and Yellow Pages ads.

The most important advertisement you can have is a listing in your local Yellow Pages. When people are looking for a safe, they don't read the newspaper; they reach for the phone book. Consider a listing under “Safes and Vaults.”

The larger your ad, the more prominent your company will seem (and the more costly the ad will be). To determine the right size ad to get, look at those of your competitors. If no one else has a display ad, for instance, then you may not need a display

ad for that Yellow Page heading. Instead, consider getting a bold type listing. If lots of your competitors have full and half page ads, however, you may consider one too. If not, get the largest you can afford.

Some large safe dealers find television ads to be useful. Although advertising on national television can be expensive, advertising on local and cable television can be cost



**5. You can make platforms to raise your small safes off the floor.**  
(Courtesy Gardall Safe Corporation.)

effective. To do successful television advertising, you need to create professional quality commercials, and run them regularly. You can't just run them for a month or two and expect long-term results.

Joe Esposito, of Liberty Lock & Safe, swears by 15-second commercials. “I’ve done radio, but I get a better deal with television,” he says. “I haven’t missed a week on T.V. since I started doing T.V. ads.” He works with an advertising company to create his commercials. About 15 years ago Mr. Esposito spent \$1,000 to create a professional jingle for his company. The memorable jingle gives his phone number, and is used in all of his commercials.

The most successful safe dealers take every opportunity to talk up their safes. Whenever someone buys something at your store ask if

they need a safe, and ask during every service call. Be prepared to talk about the benefits of buying one of your safes — convenience, protection, and peace of mind. Explain that you install and service your safes. Even if the person isn't ready to buy one now, he'll remember you when he's ready to buy.

■ **Physical Distribution:** The sale of a safe isn't the end of the transaction. “*Delivery of a safe should be done as soon as possible after the sale,*” says Kevin Mayer, President of Albuquerque Safe Company in Albuquerque, New Mexico. “*Slight paranoia is a natural symptom in a customer who has just purchased a safe.*” If it takes too long to deliver it, the customer may want to cancel the order. Only work with distributors who stock a lot of safes and who can get them to you quickly.

Delivery should be done professionally and discreetly. Some safe retailers use unmarked vehicles to deliver safes. If you use an unmarked vehicle, be sure to point that out to the potential customer when you're trying to sell the safe.

By taking a little time to evaluate your current marketing strategy, you'll find ways to make it better. Just remember to carefully coordinate your decisions about the four P's of marketing, and you'll improve the fifth “P”—profits.

---

*Bill Phillips is the author of the Complete Book of Locks and Locksmithing (McGraw-Hill) and the Complete Book of Electronic Security (McGraw-Hill). TNL*

# Road Rally

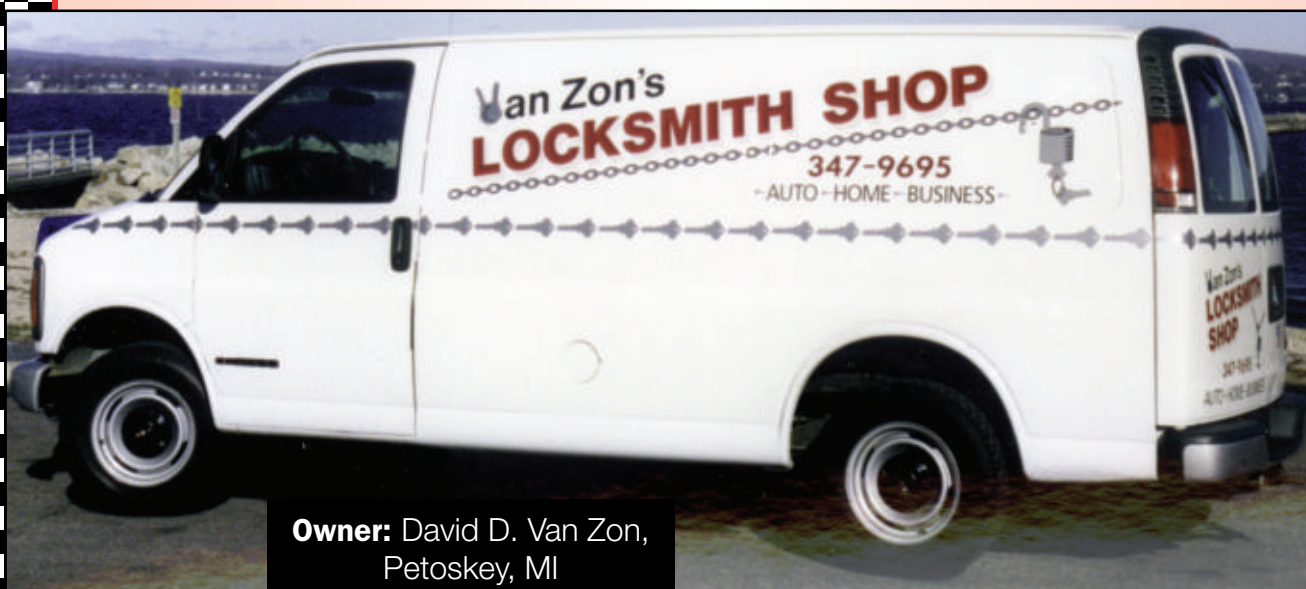
**A showcase of locksmith service vehicles.**

If you think your vehicle has what it takes to be featured here, send photographs and descriptions to:  
**The National Locksmith, Road Rally, 1533 Burgundy Parkway, Streamwood, Illinois 60107-1861.**



**Owner:** Jerry Murray,  
Kill Devil Hills, NC

**Models:** Fleet of 4  
E150s



**Owner:** David D. Van Zon,  
Petoskey, MI

**Model:** 2001 GMC  
2500 HD 350 Vortec

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OID 09/04

# TECHNITTIPS

## YEAR-END PRIZES



### **Grand Prize**

*Silca Bravo Duplicator*



### **1st Prize**

*HPC's 1200PCH  
Punch Machine*



### **2nd Prize**

*Kaba Mas  
PowerLever 2000*



### **3rd Prize**

*SDC Magnetic Lock,  
Keypad and Exit Switch*



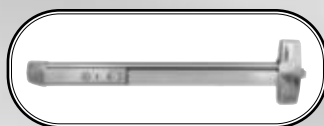
### **4th Prize**

*Securitron 12-Volt Unlatch Plug in  
Trans & Touchpad Retail Value \$650*



### **5th Prize**

*LaGard "SmartGard"*



### **6th Prize**

*Detex Advantex*



### **7th Prize**

*Arrow 400 Series Alarmed  
Exit Device & S-75 Mounting  
Plate Kit for Narrow Stile  
Aluminum Doors*



### **8th Prize**

*\$500 in ASP Auto Locks*



### **9th Prize**

*\$500 in Strattec Auto Products*



### **10th Prize**

*Tech-Train "Jiffy Jack"*



### **11th Prize**

*Sargent & Greenleaf 6120  
Electronic Safe Lock*

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**High Tech Tools**

**HPC, Inc.**

**Jet**

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**Keedex, Inc.**

**LaGard, Inc.**

**Lockmasters, Inc.**

**Major Mfg.**

**Sargent & Greenleaf, Inc.**

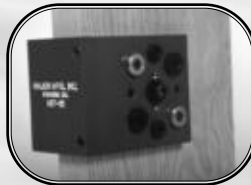
**Sieveking Products Co.**

**STRATTEC Security Corp.**

**Wedgeco International**



**12th Prize**  
High Tech Tools  
2004 Pro Set



**13th Prize**  
Major Manufacturing's  
HIT-111 Drill Guide



**14th Prize**  
Baxter #90 10-Cut  
GM Try Out Key Set



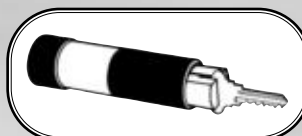
**15th Prize**  
Sieveking Products  
Squeeze Play



**16th Prize**  
A-1 Security  
Manufacturing  
Installation Jig



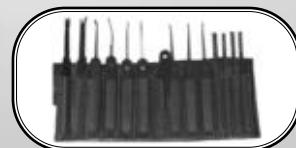
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Keedex Sampler



**18th Prize**  
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Impressioning  
Handle



**19th Prize**  
Gator Tool Multi-Purpose  
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**20th Prize**  
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by Peterson Manufacturing

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Jake Jakubowski, Technitips Editor,  
**The National Locksmith**  
1533 Burgundy Parkway  
Streamwood, IL 60107-1861

**Or send your tips via  
E-mail to: [Natlock@aol.com](mailto:Natlock@aol.com)**

#### Rules & Regulations

Each tip submitted must include your full name, street address (no P.O. Box numbers), city, state, zip code, phone number, fax number and e-mail address. **When sending tips via e-mail make sure to include complete address and phone.**

#### Every Tip Published Wins

If your tip is published you will win one of the monthly prizes listed. At the end of the year, we choose winners from all the monthly tips published, that will be awarded one of the fabulous year end prizes. All you have to do to win is enter.

Prizes are arranged according to suggested retail price value.

**Tips Start  
on Next Page**

**Prizes  
Awarded From  
These Companies  
Every Month!**



**SARGENT AND GREENLEAF**  
A lock on security.

**Sieveking  
Products Co.**



**A Few Words From Jake...**

Great news!

The new [www.TheNationalLocksmith.com](http://www.TheNationalLocksmith.com) website is up and running. In addition to a whole lot of new bells and whistles, Marc and the crew have put together a way to make tip submission for you folks who are Net-connected to submit tips to this column.



**by Jake  
Jakubowski**

Simply log on the site, go to TNL Forums, scroll down the page and on the right-hand side you will see "Submit your tip to TNL. Click on TNL and an email box will pop up. Write your tip in and hit the send button. It's that easy.

However, ***you still need to include your full name, your physical address and your telephone number with your tip!*** If you don't include that information you may not get the prizes that you can win when your tip is published.

As with any email, you can email graphics, drawings and charts to illustrate your tip. And, if you're not Net-connected, you can still submit your tips via snail mail!

Now, here's another tip from me to you. If you're a North Carolina Locksmith, you're aware that you have to be licensed under North Carolina law. You should also be aware that the North Carolina Locksmith Licensing Board issued a mandate (about November, last year) requiring that all North Carolina locksmiths had to take eight hours of classes per year (24 hours for the three-year license) in order to keep their licenses valid.

With 800 registered and licensed locksmiths in the state so far, it appeared that many of those locksmiths would have a difficult time finding classes to take to help them qualify under the NCLLB mandates, without traveling long distances and often having to spend a night away from home.

I have set up a program (PURE JAKE Learning Seminars) to teach two, eight-hour classes in various locations around the state! Each class will be held on a Saturday and each class will run from 9AM-6PM. The subject matter will be varied and relevant and each attendee will receive a certificate attesting to their participation in the class. That will give them the "class time" they need.

To make my classes even more convenient and attractive, my sponsors (manufacturers, organizations and distributors such as IDN) will provide the classroom space and lunch for the attendees!

So, if you're a NC locksmith, check out <http://www.purejake.com> for a class near you that will help you maintain your license in North Carolina.

If you are NOT an NC locksmith, visit the site anyway to find out when I'll be holding an event near you! If your organization would like to sponsor a Pure Jake Seminar, contact me through the above web site.

See y'all next month!

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**TET**

**- WINNER -**

#### **Locking Gas Cap Removal**

I do not know if anyone has tried this approach to removing a locking gas cap, but I tried it Thanksgiving Day and it worked for me.

I was called to remove a locking gas cap from an older RV. Someone had tried to remove it with a flat type screwdriver and the customer's key would not go in the lock. After looking with my scope I noticed that the first few wafers were pushed in toward the back, and I told the customer that I would probably have to destroy the lock to remove it.

After making sure they understood and agreed that I might have to destroy the locking gas cap; I used an A-1 GM puller on it and it worked out great. The tool pulled the cylinder right out of the housing and all I had to do was use a small flat screwdriver to turn the locking mechanism and remove the gas cap.

*Bruce Horne  
Florida*

**WEDGE CO**

**- WINNER -**

#### **Two for the Price of One**

I would like to submit two Technitips here. The first one details removing the retaining pins on ace-style tubular locks. My solution is to use a 3/32" drill bit in a bench top drill press and vise to drill a hole in the retainer.

Then, I thread a 1/4" x 8 self-taping screw into the retainer.

Next, I use a claw hammer to pull the screw, as I would pull a nail. The retainer pulls right out. After removing the screw, the retainer is reusable.

My second tip concerns replacing coil springs that push the retainers up against the tailpiece retainer on a cylindrical lock. You know how you have to replace one after

the ones you're replacing go flying across the shop.

Simply collect old BIC-style lighters. When you need a retainer spring disassemble one of the lighters and use the spring that pushes the flint up against the strike wheel.

Different brands of lighters have different size springs—many that you can use when needed. And, they're free!

*Matthew Flowers  
Pennsylvania*



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**750**

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**- WINNER -**

### **Fast and Easy Civic Door Lock Service Trick**

Here is a tip that will make replacing or servicing the door lock on a 2001 Honda Civic that will just amaze you in the sheer simplicity.

Because the lock fits in the door handle assembly and is held in place with a wire clip (similar to the larger version of the old window crank clip) removing the lock requires an "L" shaped dental pick to pull out the retainer and the lock will pop out to be serviced from the rear of the handle.

Anyone who has worked on the 2001 Civic knows how hard the retainer is to get off and how doubly hard the retainer is to get back on!

The hard part (and I mean the HARD part) is reinserting the door lock back into the handle assembly and having the clip line up with the notches in the plastic handle assembly while it is mounted on the door. It cannot be done! As quick as you gain the edge on one side, it will not line up on the other side, and back and forth you will go in frustration, happily begin pulling your hair out!

Not anymore!

Insert a #14 Metric long socket in the hole that the lock is oriented in and with ease the clip will ride the smooth surface of the socket and be guided to BOTH

notches in the handle and snap in place with the greatest of ease.

Simply push the clip up from the bottom and the smooth chrome surface of the socket will expand the clip as it slides up and over the socket, to finally rest in its proper place in the handle

After placing the clip it's a stunningly simple matter of inserting the lock into the handle until you will hear the clip "snap" around the lock cylinder and hold it in place!

Reinstall linkage and move on to the next job!

*Darren Ingleson  
Canada*



**- WINNER -**

### **Mercedes Trunk Opening Tip**

I was called to open a 2000 Mercedes C230 on a Saturday afternoon. Assuming the keys were locked in the passenger compartment, I figured it would be a simple opening and be on my way in a very short time.

When I arrived the customer told me the keys were locked in the trunk. Another locksmith had been there before me and got the car opened, and as a consequence, the security system kicked in and the trunk release that is on the center console would not work.

I tried to get in from the back seat, the seat removes easily but that would not give me access to the trunk!

Then looking on the back deck I noticed a compartment for a First Aid Kit. I opened the compartment and found that it had a plastic liner that I was able to easily remove. Once I pulled the liner out, I saw there were

openings underneath that opened into the trunk.

I grabbed a flashlight and was able to see the keys. I used a car opening tool reached in and hooked the key ring, pulled them through the hole. The woman was very happy that I didn't give up and leave her stranded!

*Dean Kallan  
Florida*

---

Editor's Note: Dean, you didn't say what year the Mercedes was. I do know that on older Mercedes removing a first aid kit or radio speakers in the deck behind the back seat often gave access to the trunk compartment. However, I thought Mercedes had "blocked" that means of access on the newer models. Regardless, your tip shows that it is always best to check and use every trick that you can think of to accomplish your task. Thanks for the tip.

---



**SARGENT AND GREENLEAF**

*A lock on security.*

**- WINNER -**

### **Newer BMW Opening Trick**

I have always heard you can't open the newer BMW's. Supposedly, this is especially true when the keys are in the trunk. Well, I've always been told you can't believe everything you hear, so deciding to see if what I was hearing was true or not, I found that there is a way to open one of these vehicles—with the keys locked in the trunk!

First I use an air jack to gently wedge the door open. Then I use a Big Easy, or other long-reach tool to depress the button with a picture of a door with a key on it that is located right by the shift lever.

After I depress the button, I grab the door handle and pull on it twice. The second time the door opens. If the keys are just in the car I'm done. If the keys are in the trunk, I found the easiest way to get them is to pull

the speaker out of the deck by rear window.

Removing the speaker allows access the trunk through the hole in which the speaker sits. Then I use a long hooked tool to reach into the trunk and retrieve the keys.

*Brett Hansen  
Utah*



**- WINNER -**

#### **VW, Audi, Porsche Impressioning Tip**

Many VW, Audi, and Porsche ignition locks do not have codes on them, and other means of generating keys must be used.

I've found those locks using the roller bearings for dust shutters to be extremely difficult to impression or pick due to the

heavy pressure exerted by the dust shutter. There's a simple way to do it though.

With the lock removed, drive out the roll pin retaining the tailpiece. Use a wide tension tool in the front of the lock, and rake the wafers from the rear through the keyway. The lock will generally pick quite rapidly, and the plug can be removed after rotating. Service the lock or make the key at this point, then reassemble and re-install.

*Steve Sandlin  
Texas*



**- WINNER -**

#### **Flipping a Door Guard Latch**

I saw a tech tip in the October 2004 issue of *The National Locksmith* about a lockout with a door guard.

I work in a 2000 room hotel where we would have this happen at least twice a day. I carry a length of spring steel about 3/8" wide with a V-groove cut in the end. I would open the door, as far as it would open, and place the groove on the swinging part of the door guard.

While holding pressure on the door guard, I quickly close the door. The spring steel will flip the guard out of the way. If you do not have a small length of spring steel, a Slim Jim works as well.

*Richard Frick  
New Jersey*



**- WINNER -**

#### **Door Panel Removal Tool Tip**

For an economical and easily made door panel popper, try taking an old putty knife and

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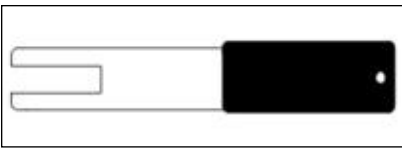
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**Figure 1.**

cutting a  $\frac{7}{16}$ " x  $1\frac{1}{2}$ " notch down the center of the knife (see figure 1).

Once the notch is cut (file the edges to eliminate any sharpness or burrs) Insert the knife between the panel and the door, with the plastic rivet in the

center of the notch and turn the tool on its side to separate the panel and door from one another. If you wish, you can also "round" the corners off of the end of the putty knife to preclude it gouging or scratching door surfaces.

The side-wise movement will pop the rivets and allow you to remove the door panel. I have also found this tool handy for removing the padded panels you will sometimes find in gun safes.

The large handle on the putty knife allows you to grip the tool firmly and also permits you a great deal of control over the motion and direction of the tool. Also, the stiffness of the putty knife blade gives you a little more torque for twisting when needed.

I think it's a great tool to have in my toolbox and has saved me a lot of time when dealing with various types of clip-on door panels.

*Ian Greene  
Kentucky*

## Dave McOmie on Lift-Out Round Doors from The National Locksmith®

**NEW!**

At long last, we are pleased to announce **Dave McOmie on Lift-Out Round Doors!** This newly published book contains 317 pages (not counting the lengthy introduction), 664 photographs, and more than 40,000 words of text. It covers just about every lift-out round door you will ever see, and a whole lot more (54 different manufacturers, to be precise). Included in the text are drill points, relocker drill points, depth to door bolts, door thickness, door diameter, and many, many tips and tricks.

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## LOCKMASTERS<sup>®</sup> INCORPORATED - WINNER -

### Golf Tee Hole Filler Trick

Here's a tip to speed up repairing stripped out screws that you can find a use for on a day-to-day basis while performing normal locksmithing functions.

For over thirty years I have always carried a package of wooden golf tees in with my other must have tools. When I find a loose strike or strike plate where the screw hole has been wallowed out, I remove the troublesome screw, place one of my trusty golf tees in its place, tap it securely into the wallowed out screw hole.

The large head of the tee makes a perfect platform to gently drive the tee into the opening. I cut the tee flush with the door frame with either a chisel or a pocket knife before replacement of the screw.

*John Alwine  
North Carolina*

## Sieveking Products Co. - WINNER -

### GM Ignition Removal Trick

My tip is for a drill guide that allows the removal of double-sided GM ignition



**Figure 2.**



**Figure 3.**

cylinders without removing the column shroud.

I've found that this guide will work for many of the GM trucks and vans that have the hole to access the ignition retainer on the top of the column. The guide is inserted with the ignition in the off position (*see figure 2*).

The  $\frac{3}{32}$ " hole is drilled through the plastic housing. The idea is to make a small hole that will allow a wire to be used to depress the spring-loaded retainer when the ignition is turned to the start position. It is made from an Ilco P1107 key blank, and  $\frac{5}{8}$ " aluminum stock. Self-tapping cylinder screws hold the stock to the blank. The hole in the guide should be  $\frac{3}{16}$ " past the tip of the key (*see figure 3*).

*Don Miller, CML  
Michigan*

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## Major MANUFACTURING, INC. - WINNER -

### **Wafer Reading Tool Tip**

After taking the Foley-Belsaw course, I felt I needed additional training in the art of reading wafer locks. I purchased Bob Sieveking's book on wafer lock reading, which included his excellent reading tool. In his

instruction manual, he provides directions on making a tool that holds the shutter door open.

After building one, I came to the conclusion that, for certain locks, I needed to position a shutter door tool that holds the door open in the center. I offer this to any locksmith with the same need.

I used the backing from an old windshield wiper blade. It's thin, stainless steel and easy to work

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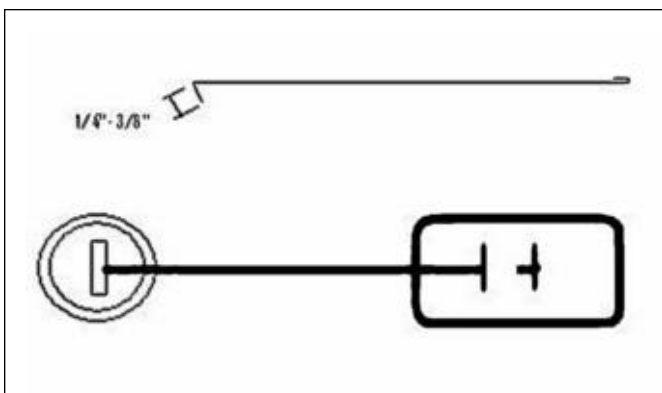
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**Figure 4.**

with. I also used a refrigerator magnet—the advertising type. I cut the steel strip about 10" in length and bent one end with a slightly greater than 90 degree bend and an appropriate length. The other end bends back on itself to hold onto the magnet. I then slit the magnet in two places (see figure 4).

After gluing it all together with some epoxy, I had a shutter tool that would do what I wanted. The magnet holds the tool to any metal surface without the danger of marking that surface. If the advertising on the magnet (mine was from a pizza restaurant) bothers you, glue one of your business cards over it.

*James Rodgers  
Missouri*

**ELAGARD**  
- WINNER -

#### **Simplex Opening Tip**

Try the following method to gain entry to an Ilco-Unican push-button lock when the combination is not known and there is no key override.

Drill a 1/16" hole, 3 5/8" from the bottom of the lock case, and 7/16" from the surface of the door. Depending on the accessibility of the lock case, this hole can be drilled on either the right or left side of the lock, depending on the hand of the door. The important thing is to make sure you know where the locking slide

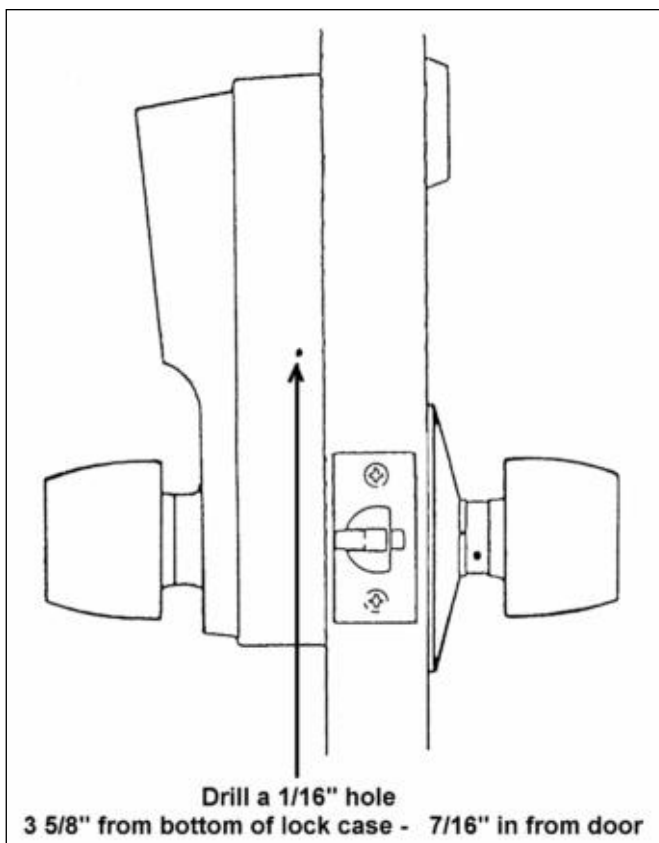
access hole is (see figure 5).

Insert a probe (beveled tip) and locate the unlocking slide. I like to place marks on the probe to determine the correct amount of insertion of the tool from either side (see figure 6).

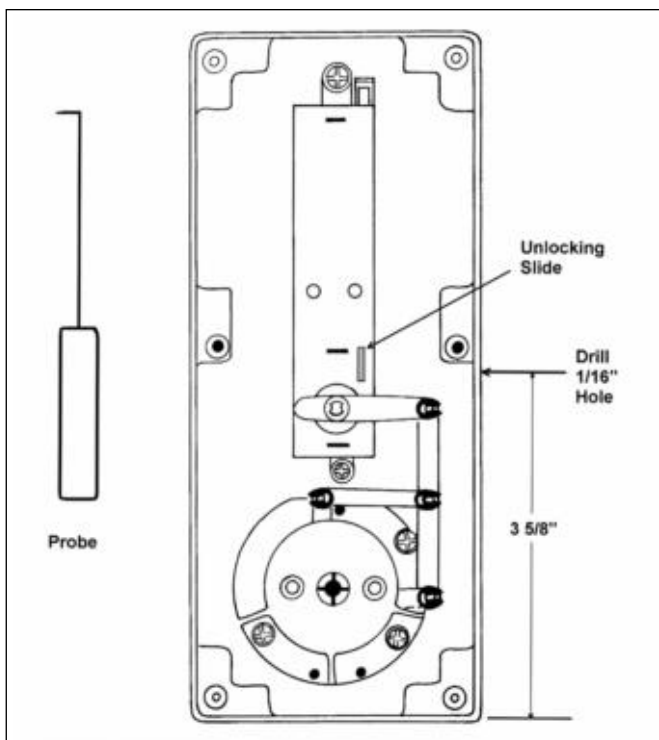
Once the probe is inserted in the unlocking slide, just pull the slide slightly from the right hand side, or push lightly from the left. While doing this, the lock is now in the passage mode and the handle will open the lock. The small hole can now be filled in various ways.

This trick may take a little practice and I strongly recommend that you "play" with an old Simplex before you try it on a customer's door.

*Cec Bacon  
Canada*



**Figure 5.**



**Figure 6.**

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# BUSINESS BRIEFS

## **"Automotive Aftermarket Team" At STRATTEC Promises Increased Sales, Profits, Satisfaction And Success For Distributors And Locksmiths**

STRATTEC Security Corporation has announced one of the most ambitious efforts in corporate history to help improve sales and profitability for its distributors and locksmiths nationwide with the introduction of the new Automotive Aftermarket Team.

According to Kathy Scherbarth, Vice President of Milwaukee Operations, the new Automotive Aftermarket Team was developed "To assist locksmiths toward greater success in every aspect of their operations. As the industry leader, we at STRATTEC understand the many challenges that locksmiths face in the rapidly changing automotive security industry—from basic sharing of new or updated information, to understanding new products and how new technology works, to identifying more ways to create sales and profits. Working with our distributors, our Automotive Aftermarket Team is now embarking on an aggressive program of education and information sharing, designed to stimulate success."

Stephen Gilles, newly appointed Aftermarket Customer Business Manager, is one of the key



**Kathy Scherbarth**



**Stephen Gilles**



**Fred Kosloske**

individuals at STRATTEC to lead the new program. Gilles, who has served 16 years at STRATTEC, noted that a primary concentration would be the development of innovative new products to help locksmiths achieve more sales and profits—accomplished by gathering information directly from the locksmith market, through the STRATTEC distributor network, on desirable new product needs, features and benefits. Fred Kosloske, Director of Aftermarket Sales, identifies continuing

education for distributors and locksmiths as the final component in the new Automotive Aftermarket Team's efforts to bring greater success to those in the field. "We're reinvigorating our trade show and on-site distributor educational classes for 2005," Kosloske explains. "With the new products that we'll be introducing to help locksmiths be more profitable over the next few years, it's important that they thoroughly understand how new automotive technology works—and how it can help them increase their revenue. One of our first initiatives is introduction of our new Transponder Guide; it includes an extensive application section identifying keys and the appropriate models they correspond to. Kosloske continues, "We are also introducing products such as the Quick Code and STRATTEC Code Seeker Transponder programming tool, the latest products in Transponder technology and electronic diagnostic equipment available."

*For more information on STRATTEC Security Corporation's new Automotive Aftermarket Team and how they can help your locksmith business be more successful, please contact:*

*Fred Kosloske,  
Director of Aftermarket  
Sales, 414.247.3331 or  
email [fkoslosk@strattec.com](mailto:fkoslosk@strattec.com),  
or*

*Steve Gilles, Aftermarket  
Customer Business Manager  
at 414.247.3383 or email  
[sgilles@strattec.com](mailto:sgilles@strattec.com).*

## **Security Lock Distributors Catalog**

Security Lock Distributors has announced their new full-line catalog volume 6 is now also available on CD-Rom, featuring 1344 pages of all the top brand names in security, such as Schlage, Von Duprin, Medeco, Locknetics, Adams Rite, HID, Biometrics, Securitron, HES, Folger Adam, Arrow and others. Representing over 65 major manufacturers.



Security Lock Distributors stocks the widest selection of architectural hardware, access controls and life safety products in the industry, including architectural glass security products, electromagnetic locking systems, builder's hardware, installation tools and more. The new catalog is packed with such pertinent information as installation diagrams, schematic illustrations and complete product descriptions that include parts, accessories, specifications and applications. Plus, the entire catalog is available on CD-ROM. **ENR**

# 2001 Kawasaki ZX6

by  
**John Blankenship**



***It is easy to originate a key to this ZX6 model because it has a helmet lock. The ZX6R model does not have a helmet lock so you need to use the gas cap.***



***The helmet lock is located on the left side of the bike over the rear tire. Pick it about 20 degrees clockwise to unlock it. This lock was easily picked using a rake.***



***Once the helmet lock is unlocked, you can remove the Phillips screw that secures the helmet lock to the motorcycle and take the lock to a bench.***



***Remove the two small Phillips screws so you can remove the cover from the back of the lock housing. The number stamped on the cover is not the code and there are no codes anywhere on the bike.***

5



The cover has been removed revealing the tailpiece.

6



The tailpiece has been pulled off the rear of the plug.

7



The retainer is visible on the right side of the plug. Depress it and push the plug out the front. Be careful and do not allow any wafers to spring or fall out.

8



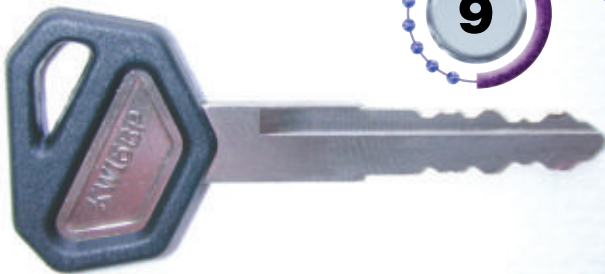
The helmet lock plug contains wafer tumblers in spaces 3-7 and a wafer retainer. Insert a KW15BP blank into the lock and read the heights of the wafers to determine the cuts; they turned out to be 31442. A search using code software revealed that there are only four codes that use those cuts in the last five spaces. You can also progress the ignition lock to obtain the first two cuts.

Try:

- 11, 12, 22, 23, 33, 34, 44
- 21, 31, 32, 42, 43
- 13, 14, 24
- 41

You can use just one side of a blank for each try because all of the wafers are located on the same side of the keyway.

9



The first two cuts turned out to be 32. A code cut KW15BP with cuts of 3231442 works all four locks on the motorcycle. A reverse search using code software shows that the code is B8066.

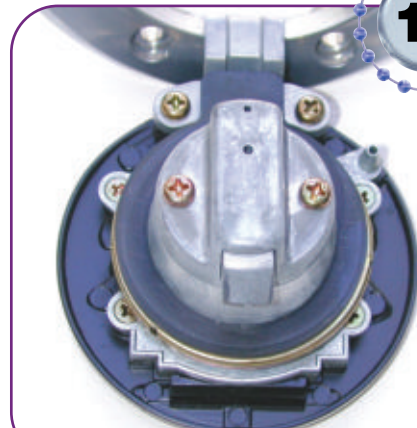
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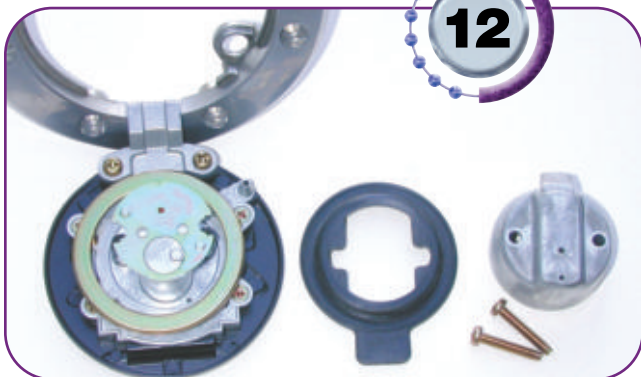
If the model you are working on is a ZX6R you can disassemble the gas cap for spaces 3-7. Begin by picking the lock 90-degrees clockwise. Have a small screwdriver ready to finish turning it because you are picking against spring pressure.

Stuff a rag into the filler neck so you do not drop anything into the gas tank, then use a 4mm hex key to remove the seven bolts that secure the mounting ring to the gas tank. Remove the Phillips screw that is hidden under the gas cap and you can take the gas cap assembly to a bench. Make sure you do not lose the small rubber gasket that can fall out of the mounting ring.

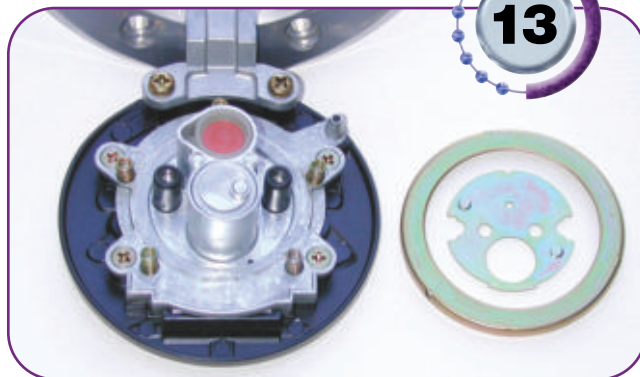
11



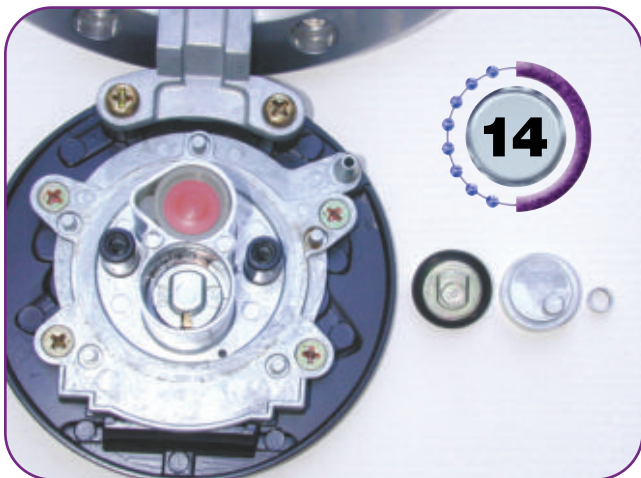
Remove the two Phillips screws from the bolt housing. The number stamped on the bolt housing is not the code.



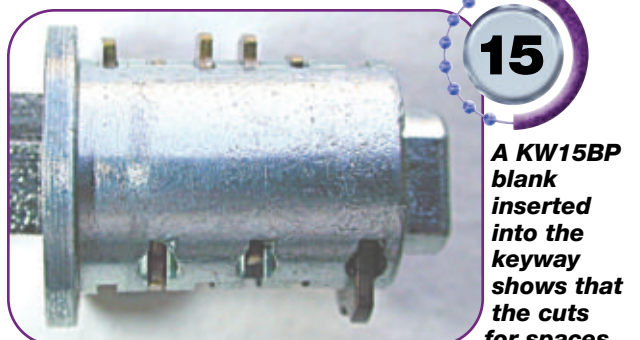
**The bolt housing and gasket have been removed.**



**The backing plate and compression ring have been removed. Remove the five compression springs and put them where they won't get lost. During reassembly it is best to put some grease on the backing plate and place it in the bolt housing; the grease will hold it in place.**



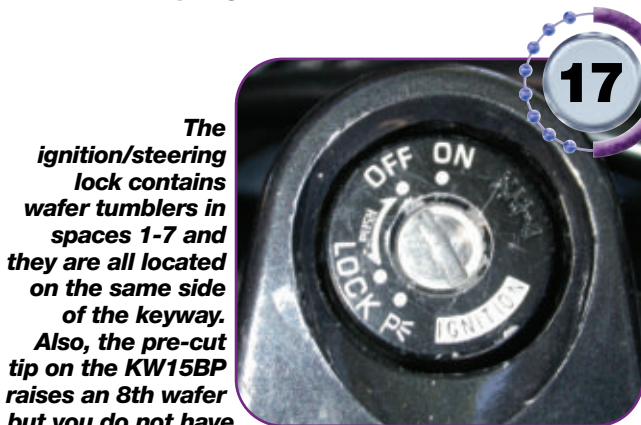
**The outer tailpiece has been removed and placed on the right. The tiny bushing is shown removed from the outer tailpiece; be careful not to lose it. The inner tailpiece with the o-ring was then removed and placed on the left. Now you can see the wafer retainer at the 12 o'clock position on the rear of the plug. Depress it and push the plug out the front of the cylinder. Be careful and do not allow any wafers to spring or fall out.**



**3-7 are 31442. You can find the cuts for spaces 1-2 as previously explained.**



**The seat lock is located on the left side of the motorcycle just below the seat. The customer ran out of time for me to check but it most likely contains wafer tumblers in spaces 1-3.**



**The ignition/steering lock contains wafer tumblers in spaces 1-7 and they are all located on the same side of the keyway. Also, the pre-cut tip on the KW15BP raises an 8th wafer but you do not have to be concerned about it when cutting the key. The lock is shown in the OFF position. The plug needs to be pushed in before it can be turned to the LOCK position and then pushed in again to turn it back to the OFF position. The P position turns on the taillight so you can be seen at night. Also, the steering has to be turned all the way to the left or right before you can turn it to the LOCK position and extend the steering lock bolt.**

**Codes:** B8001-B9000

**Blank:** Ilco KW15BP, Curtis KA19, Silca KW15BP

**Spacing:** 1=.315, 2=.413, 3=.512, 4=.610, 5=.709, 6=.807, 7=.906

**Depths:** 1=.296, 2=.276, 3=.256, 4=.237

**Card:** CMC51B

**DSD:** 429

**ITL:** None

**Curtis:** KA-1 cam & KA-1C carriage

**Tumbler Locations:** 1 2 3 4 5 6 7

Ignition X X X X X X X

Helmet X X X X X

Gas Cap X X X X X

**Ignition:** 1-7 **Helmet:** 3-7 **Gas:** 3-7



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### Adrian Steel



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### Indiana Cash Drawer Co.



[www.icdpos.com](http://www.icdpos.com)

## Killeen Security Products (KSP)

[www.iccore.com](http://www.iccore.com)



Killeen Security Products is in the business of doing one thing, and one thing only, manufacturing Interchangeable Core products. KSP manufactures Uncombined Cores compatible with BEST, Arrow and Falcon in keyways (A, B, C, D, E, F, G, H, J, K, L, M, Q, 1C, 1D and KMT300); Combined Cores in all keyways, Mortise and Rim Housings of various lengths in Bright Brass, Satin Brass, Satin Bronze, Duro, Bright Chrome and Satin Chrome; 600, 601, 602, 602L, 602S, 700, 701, 702, 702S and 702L Housing Cams; Keyblanks in all keyways as well as cut keys; A2, A3 and A4 I/C Pin Kits; I/C Pins, Caps, Springs, Washers, Drive Pins, as well as Rings & Collars.

KSP also supplies I/C tools such as a: Capping Block & Punch, Staking Tool, Housing Wrench, Ejector Punch, Decoding Gauge; Capping Strips and even a brass I/C padlock.

KSP only sells through distributors, so check their listings for one near you.

When in the market for I/C products, one manufacturer has it all, Killeen Security Products (KSP).

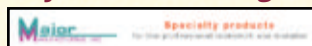


### Key Codes Express, Inc.



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### Major Manufacturing



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### Omaha Wholesale Hardware



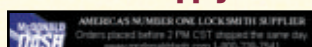
[www.omahawh.com](http://www.omahawh.com)

### KSP



[www.iccore.com](http://www.iccore.com)

### McDonald DASH Locksmith Supply



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### Monaco Lock



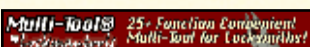
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# TEST DRIVE

## King Cobra

by Schlage®

### PRODUCT:

Schlage's new KING COBRA KC9000 series lockset is exterior trim hardware designed to enhance security and access control. The KC9000 is specifically designed for narrow stile doors, such as aluminum store front doors. It will retrofit Adams Rite® 4710 and 4730 deadlatch, deadbolt and hookbolt lock bodies, as well as the Adams Rite 8000 series and the majority of Von Duprin 33 series exit devices.

To control access, the KING COBRA features an iButton and a 12-button keypad, and also features standard a Schlage SC1 override mortise cylinder, but can also be fitted with an I/C core cylinder. The unit can store up to 100 codes and offers the ability to easily add or delete users in seconds.

To operate simply enter an access code or present an iButton, turn the lever or thumb-turn and the latch will retract. The lock features a Vandlgard clutching lever design to resist vandal attacks or unauthorized entry. The KING COBRA also features a passage function in which the lever or thumb-turn is continuously engaged, negating the need to enter a code number or iButton to access.

The lock is available in five finishes and 2 lever styles, and operates on four AAA alkaline batteries, which, according to Schlage, provides 80,000-plus cycles, or approximately three years life.

### INSTALLATION:

The unit is quite easy to install. For a retrofit application, first remove the existing Adams Rite® trim and cylinder.



Then place the transparent self-adhesive template provided on the edge of the door. When doing so, make sure the template lines up with the existing cylinder hole and the vertical guide lines on the template are parallel with the edge of the door. Not lined up with the edge of the door, but parallel with the edge of the door.

Drill and tap the three mounting holes indicated on the template. With the mounting holes completed, install the lock interface. While holding the latch in, insert the interface into the cylinder hole. Center the interface and position it flush with the surface of the door. With the interface in position, tighten the setscrew to secure it to the Adams Rite® lock.

Next peel the paper backing off the exterior gasket provides and apply the gasket to the back of the lock trim. With the key in the lock cylinder, turn it counter-clockwise until it stops and install the lock trim on the door and tighten the top mounting screw.

With the key still in the lock cylinder and still turned counter-clockwise, use a small flat head screwdriver to loosen the battery cover screw at the base of the lock trim. Loosen the battery cover just enough to slide the battery cover off and remove battery pack.

Install the two lower mounting screws through the battery compartment and tighten. Install the four AAA batteries required and re-install the protective bag over the battery pack. Insert the battery pack into the compartment and tuck wires in, then slide the battery cover back on and tighten the cover screw. Rotate the cylinder lock key clockwise and remove it. Install the

### IN SUMMARY:

**DESCRIPTION:** The KING COBRA is designed to enhance security on narrow stile doors.

**FEATURES:** The 12 button keypad, 120 individual user code capability, an iButton credential reader and override cylinder.

**TEST DRIVE RESULTS:** A well designed product that will greatly enhance the security and access control any narrow style door.

latch faceplate and the water plug provided at the top of the lock and the job is done.

### FEATURES:


The Schlage KING COBRA is an aesthetically pleasing, handsomely designed product that will greatly enhance access control capabilities on any narrow stile door. The 12 button keypad, 120 individual user code capability and iButton credential reader offers dual control and elevated security, offering a variety of programming modes, such as 1 time use codes, toggle passage mode and or lockout mode.

The override mortise cylinder can be replaced and upgraded with a Schlage Everest cylinder or other high-security cylinder, even an I/C Core.

It's easy to install and weather resistant, making it ideal for exterior applications.

### CONCLUSION:

This is a very impressive, well designed product. It is available for use with a wide range of doors, latches and exit devices, including narrow stile aluminum doors. It will greatly enhance the security and access control any narrow stile door that currently only has an Adams Rite® lock present. If you have a customer in search of greater accountability and control on such a door, you defiantly want to consider the Schlage KING COBRA.

For more information contact IR Security and Safety, Phone: 866-322-1237; website is [www.irco.com](http://www.irco.com) or call Chris Nieshalla at: 317-805-5707; E-Mail: [chris\\_nieshalla@irco.com](mailto:chris_nieshalla@irco.com). 

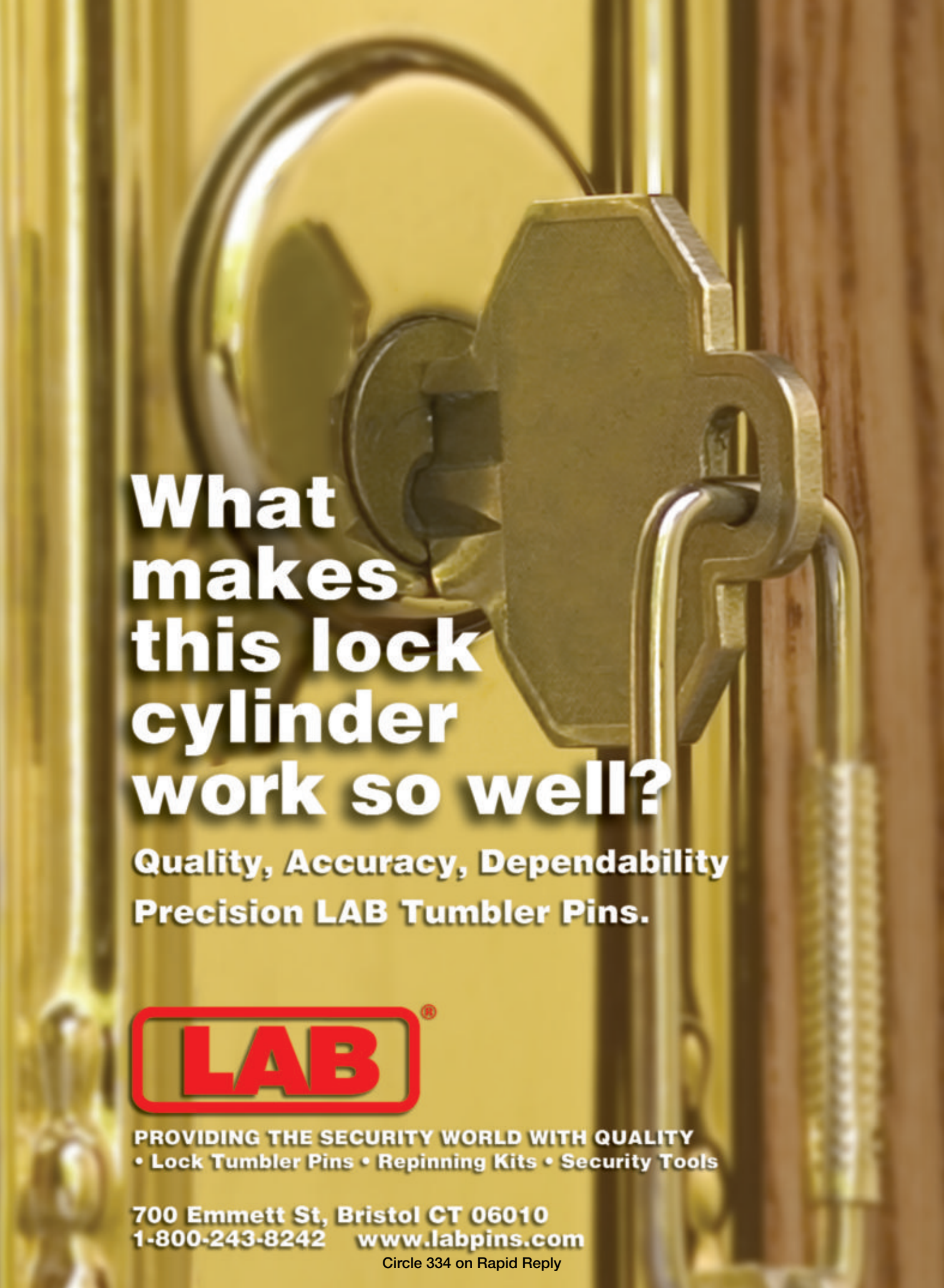
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Left to Right: Tom Markiewicz, Gilberto Rivera Jr.,  
Josue Garcia, Michael Matteo, Kevin Pyke.



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